FREIGHT TRAFFIC ISSUE: SHIPPERS LOOK AT CAR REPORTING p. 40

September 25, 1967

RAILWAY AGE

THE TRANSPORTATION WEEKLY

SEP 25

LUNA

DENNIS

FROM BRAC'S DENNIS, BRT'S LUNA:

The "why" and "how" of rail union merger p. 27

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NEW POWER SYSTEMS GIVE BOOST TO CONTAINERIZATION OF PERISHABLES p. 24

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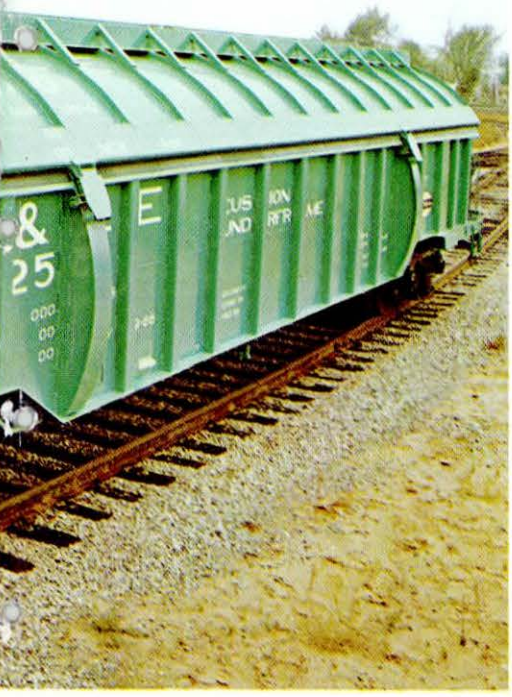

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RAILWAY AGE

September 25, 1967 • Vol. 163, No. 12

THIS WEEK

24 New power systems for containers

Containers with plug-in power systems for refrigeration could mean a boom in perishable piggyback traffic.

27 Rail union merger is a must, says Dennis

The chief executive officer of the Clerks' union thinks the potential for union consolidation is greater than ever.

30 BRT's Luna: "The time for merger is now"

The head of the largest railroad operating union lists the reasons behind his belief that union consolidation is a must.

40 How shippers view railway car reporting

Present car reporting systems are useful, say Traffic Poll respondents, but they should work faster and be more uniform.

62 Viewpoint—The shopcraft case . . .

Can anybody possibly be pleased with the report of the ad hoc arbitration board in the shopcraft wage dispute?

DEPARTMENTS

39	As the Editor Sees It	59	Railway Market
59	Freight Carloadings	7	Short and Significant
47	Industrial Traffic	56	Supply Trade
12	Lines on Labor	40	Traffic Poll
8	Monday Morning Report	62	Viewpoint
59	New Equipment	43	Watching Washington
48	New Products Report	11	Week at a Glance
46	People in the News	60	You Ought to Know

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SHORT AND SIGNIFICANT

DOT test track for Colorado?

Sources in Washington indicate the Department of Transportation is studying construction of another test track for high-speed ground transportation in the Denver area. A 17-mile oval double track would be built; one of the tracks for testing of conventional rail technology, plus linear induction power; the other for testing of air cushion vehicles (ground effect machines). A big question is financing: the House Appropriations Committee cut back funds for the HSGT research program. But the same sources indicate that research funds have a good chance of getting restored—and even supplemented—in the Senate.

●

NYC's Campbell named chairman of Bowater

Douglass Campbell has resigned as vice president of public relations and advertising of the New York Central to become chairman of the Bowater Paper Co. Inc. That company is concerned with the sale and distribution of newsprint, specialty papers and pulp manufactured by the four Bowater mills in North America. Campbell, 48, joined New York Central in 1939.

●

Corporate development post created by GSI

General Steel Industries, Inc., has created a new Department of Corporate Development. It will be headed by Charles A. Donze, Jr., formerly a senior staff member of Arthur D. Little, Inc., Cambridge, Mass. Donze, who has served for several years as a planning consultant for GSI, has been elected a corporate vice president. GSI President W. Ashley Gray, Jr., said the move is "indicative of our continuing effort to maximize profits in GSI's present market areas and to seek new areas where our corporate talents and resources can be effectively employed."

●

General Signal-NY Air Brake merger is approved

Stockholders of General Signal Corp. and the New York Air Brake Co., at separate meetings last week, approved merger of New York Air Brake into General Signal, effective Sept. 20. Nathan R. Owen and Harold A. Strickland, Jr. will remain as chairman and president, respectively, of General Signal, and Philip R. Fortune, president of New York Air Brake, will become chairman of General Signal's executive committee.

●

High-speed Corridor service is delayed

Oct. 29 will come and go but high-speed passenger service between Washington and New York won't be going—not on that date. The partners in the project, the Pennsylvania and the U.S. Department of Transportation, announced last week that the fast trains, scheduled to begin running the end of next month, will not get rolling until early next year. The delay is necessary to give the Pennsy time for performance and reliability tests of the new cars, now being built by Budd. Regular revenue service will begin when the road has received and tested 28 of the 50 cars on order.

●

GN, BLE get agreement on apprentice program

The concept of a formal apprentice program for training locomotive engineers is spreading. It started with an agreement between Louisville & Nashville and the Brotherhood of Locomotive Engineers. Now, Great Northern and the BLE have signed a program agreement. And at least two other major western roads are reportedly interested in taking similar action. The GN pact, described as "the most comprehensive of its kind ever worked out in the industry," was developed by GN Vice President-Labor Relations Thomas C. DeButts and BLE Assistant Grand Chief B. N. Whitmire, along with General Chairman C. D. Kemps.

MONDAY MORNING REPORT

Safety: Bargaining weapon for the BRT?

For a good long while, during the work-rules dispute, the Brotherhood of Locomotive Firemen and Enginemen—fighting a desperate defensive action—based a good part of its case on the issue of railroad safety. Other operating unions, perhaps not wanting to get so directly associated with what seemed to be a losing cause, let safety alone as a talking point for pressuring the railroads. Now, however, things have changed. Now, the president of the biggest of the ops has adopted safety as a bargaining weapon. "If the carriers do not move ahead on their own," BRT's Charles Luna warns, "if they do not start a real safety program and show results within six months, we will begin moving toward contract provisions giving us the toughest possible control over the conditions under which our men work."

'Let's be friends'

Luna's argument is artfully phrased and, up to a point, cleverly constructed. It has certain disarming qualities. The trainmen's president appears to be coming into the arena with one arm around the shoulders of railroad management, the other embracing the public welfare. He is appropriately vague as to how the BRT would make safety a contract matter. And he adopts a posture of ingenuous, bend-over backwards fairness that is almost Dirksenesque.

Luna: "We know our people have faults"

The BRT's president, for instance, shakes his head sadly at the employee contribution to the accident rate. The BRT, he says, "would be the last to deny that much of the trouble can be traced to employee negligence . . . . Of the 5,967 accidents recorded in 1965, for example, some 29% were attributed to derelictions by the men on the job. We have argued that the figure is inflated by rulings prejudiced in favor of the carriers, but this is not pertinent at the moment. Employee negligence is a factor—it's a menace."

Bringing in the "public" angles

Luna denies he is trying to give the industry a black eye. He cites a set of 1960-65 statistics which show accidents attributable to employee negligence up 29%, while those blamed on improper maintenance of way and structures rose 100% and those pegged to equipment defects climbed by only 13%. He volunteers to work with management to try to reduce the employee-cause factor. But always, he returns to the warning that the BRT will increase its safety-related legislative efforts—and to that unspecific threat of safety-related contract demands. Always, he refers not only to employee safety but also to public safety, with particular mention of the "day when railroads may be going back into the passenger business."

Decor's different—but that's about all

Safety, of course, is one of those things. Past experience would seem to prove that almost any "facts" can be proved with safety figures, depending upon which ones are chosen and how they're interpreted. In the past, the industry was up against a union safety campaign, promoted by the BLF&E, which was perhaps too blatant, too self-serving, to be troublesome. The public itself seemed to reject the union arguments on the basis of its own judgment. Industry comments, on a few occasions when they were made, were short, flat, factual, and they did the job. Now, though, Luna and the BRT are trying an approach that seems much more like a soft-sell. The case itself does not seem any more valid than the cases that have been demolished in the past. The danger—if you can call it that—is the public may buy the soft lights and velvet drapes, and ignore the fact that the band's playing the same old tune.

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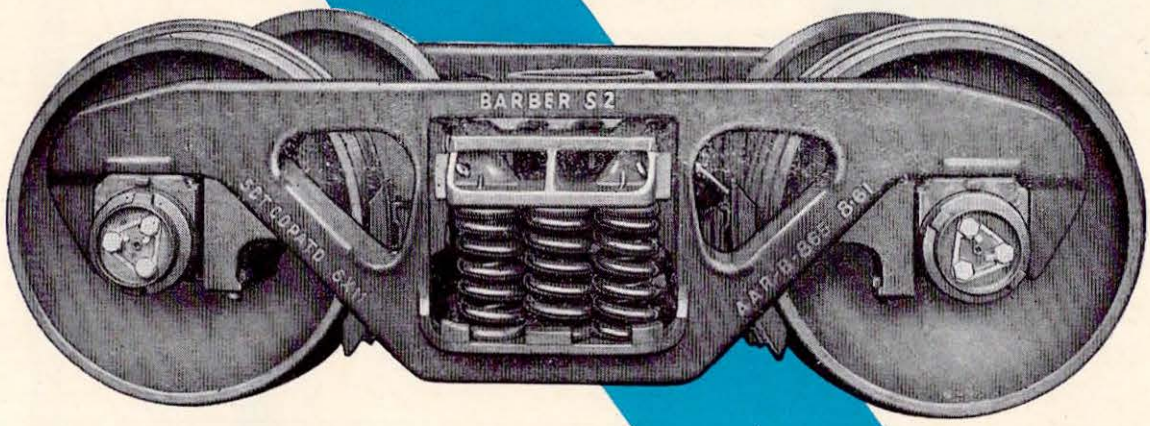

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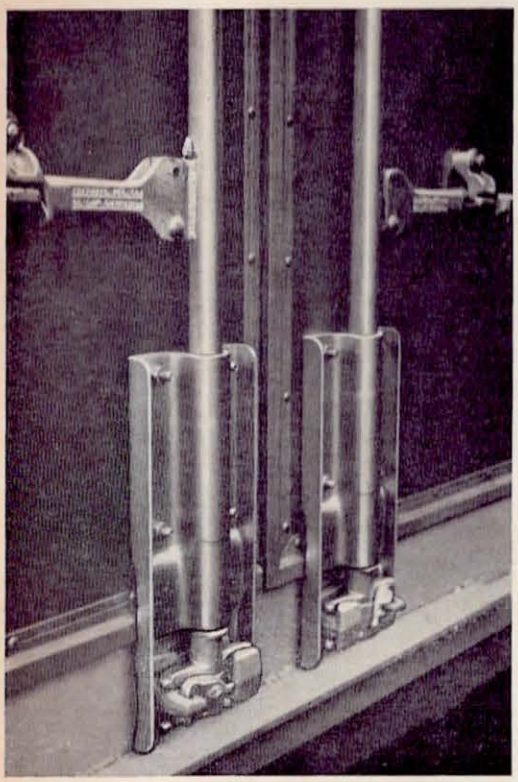

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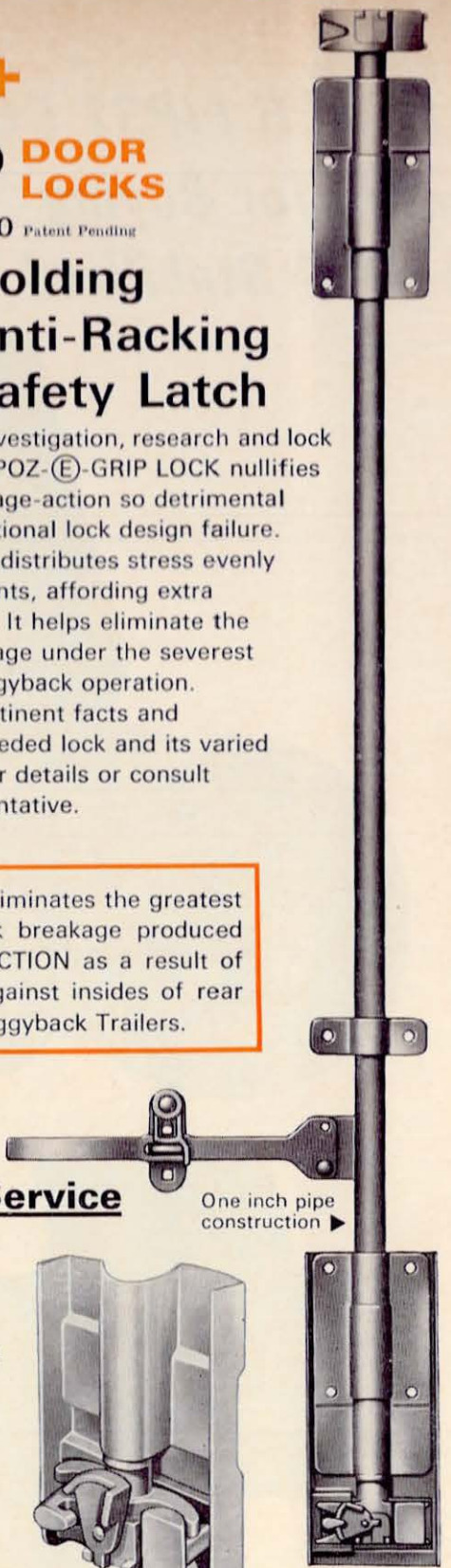

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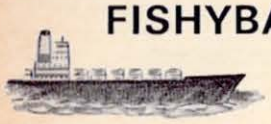

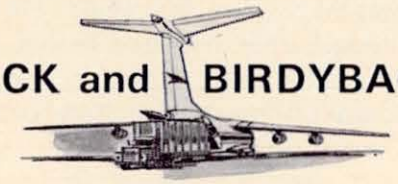

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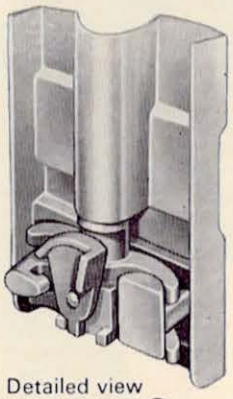

Detailed view showing Poz-Ⓔ-GRIP lock in closed position with anti-rack cams engaged and safety latch in raised position.

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RAILWAY AGE
THE TRANSPORTATION WEEKLY

September 25, 1967

WEEK AT A GLANCE

C&NW moves to buy industrial firm

Undaunted by the collapse of a plan to acquire Essex Wire Corp. (RA, Aug. 14, p. 7), Chicago & North Western has turned to another acquisition proposal, involving Philadelphia & Reading Corp. Managements of both companies last week announced agreement on the principal terms of a plan whereby C&NW's holding company, Chicago & North Western Industries, Inc., would acquire P&R, a New York-based holding and management company engaged in diversified manufacturing operations, through an exchange of stock valued at about $300 million. The agreement remains subject to detailed investigations by both companies and to satisfactory tax rulings. It is the opinion of tax counsel that the transactions will be tax-free, the companies say. Under the plan, North Western Industries would offer to exchange one share of a prior cumulative convertible preferred stock for each share of Philadelphia & Reading common. Each new preferred share would bear a $4.20 annual dividend and would be convertible any time into three-fourths of an Industries' common share. Under the previously-announced C&NWI plan, Industries would offer present North Western preferred stockholders one share of Class A, 5% convertible preferred stock for each preferred share. Also, North Western common shareholders would be offered one share of common stock for each share they hold in the railroad. The preferred and common shares of North Western Industries would be similar to those of the railroad for which they would be exchanged. Consummation of the acquisition will need acceptance by at least 87% of the P&R outstanding shares and by at least 80% of the outstanding North Western preferred and common shares. As of Aug. 31, P&R had 3,014,705 common shares outstanding, and North Western had outstanding 1,712,145 common and 760,275 preferred. In 1966, P&R after-tax net was $19,125,000 on sales of $327,800,000. North Western had 1966 net of $26,074,000 on revenue from rail operations and chemical sales of $315,900,000. In first-half 1967, P&R net was $10,330,000 on sales of $150,435,000, and North Western net was $12,101,000 on revenues of $163,600,000. Under terms of the agreement, Ben W. Heineman, North Western chairman, would be chairman and chief executive officer of North Western Industries. Howard A. Newman, P&R chairman and president, would be president of North Western Industries. In a joint statement, they say "we are highly pleased with the proposed union of North Western and Philadelphia & Reading."

Buck Rogers and business don't mix

Ground effect machines, V/STOL (vertical take off planes) linear induction motors, underground high-speed tubes—they all sound exciting. A great many changes are coming in transportation technology, said ICC Chairman William H. Tucker. But the people who expect exotic systems to sweep the field in the near future will have a hard time proving it.

Tucker was speaking at the annual meeting of the National Association of Bus Owners in Montreal, and the proximity to Expo 67 was clearly on everybody's mind.

The transportation "mix" of roads, rails and ramps at the Fair grounds may be diminutive, Tucker said, but "it demonstrates the future's unavoidable dependence on an imaginative coordination of modal elements for a coherent transportation system."

The Urban Land Institute estimates that by the end of the century, 60% of the U.S. population will be living in three giant urban regions. And in the meantime, Tucker went on, transportation planning has been haphazard—"vaguely anticipating that sophisticated new technology of the future will resolve the crucial dilemmas that will face us."

The ICC chairman called such hopes "badly misplaced. . . . We cannot realistically expect such devices to be available to fulfill our approaching urban travel needs within the next 10 or 15 years. We obviously will have to rely upon refinements and improvements of existing transportation technology.

"Whether for economic or engineering reasons, or both," he concluded, "the Buck Rogers machines will still be on the drawing boards in 1980, and the crushing insistence of our urban growth will be intensifying."

Shopcraft decision: 6% plus 5% plus 20 cents

By almost any evaluation, the rail shopcraft unions came out well—better than they expected—in the "settlement" of their wage dispute with the carriers. The special five-man panel headed by Senator Wayne Morse (D-Ore.) filed a report which was, for the record, unanimous. It gives an across-the-board wage increase of 6% retroactive to last Jan. 1; an additional increase of 5% effective July 1, 1968; and five-cent extra increases to journeymen and mechanics in four increments, effective April 1 and Oct. 1, of 1967, and April 1, and Oct. 1 of next year. The board released its report Sept. 15. Unless the parties reach an agreement in the meantime, the findings will go into effect automatically on Oct. 15. The term of the award runs to Jan. 1, 1969, but new notices may be served after Sept. 1, 1968.

As of last week, the carriers were still studying the findings—and pondering possible court action. J.P. Hiltz, Jr., chairman of the National Railway Labor Conference, called the decision "clearly inflationary," and charged that it "cannot be supported by the evidence that was made available to the special board." The question then arises, he said, as to whether it meets the criteria set up through the law under which the board functioned —that is, that the decision be in the public interest, be fair and equitable, protect the collective bargaining process and fulfill the purposes of the Railway Labor Act.

President Johnson, who presided at a press conference (in the Fish Room of the White House) when the decision was announced, called it "one of the finest products in a board yet produced." Railroad men—looking ahead to the new round of union-wage talks just opening up—couldn't agree.

GUS WELTY'S LINES ON LABOR

WELTY

THEY'RE OFF AND RUNNING again in Cleveland. After a period of relative calm, those cross-town rivals — and across-the-cab neighbors—the BLE and the BLF&E are at it again. The subject is pretty prosaic — the training of engineers. But the language is a bit out of the ordinary, even for these Hatfields and McCoys of the rail labor movement. And a railroad, Louisville & Nashville, is getting raked in the crossfire. At issue is L&N's apprentice-engineer training program, which the BLE likes and the BLF&E can't abide. The Firemen's organization has been waging its fight through the courts — and it's a new supplement to the union's case that now has drawn the Engineers' wrath.

AS THE BLE SEES IT, the Firemen are asking the court to "kill the apprentice engineer program on the L&N and throw nearly 100 young engine-service employees, most of them family men, out on the street." At one point, the BLE calls the Firemen's move "selfish, callous, brutal." At another, BLE Grand Chief Perry S. Heath refers to the suit as "a blatant attempt not only to invade the BLE's jurisdiction but also to wreck the bright futures of nearly 100 individuals."

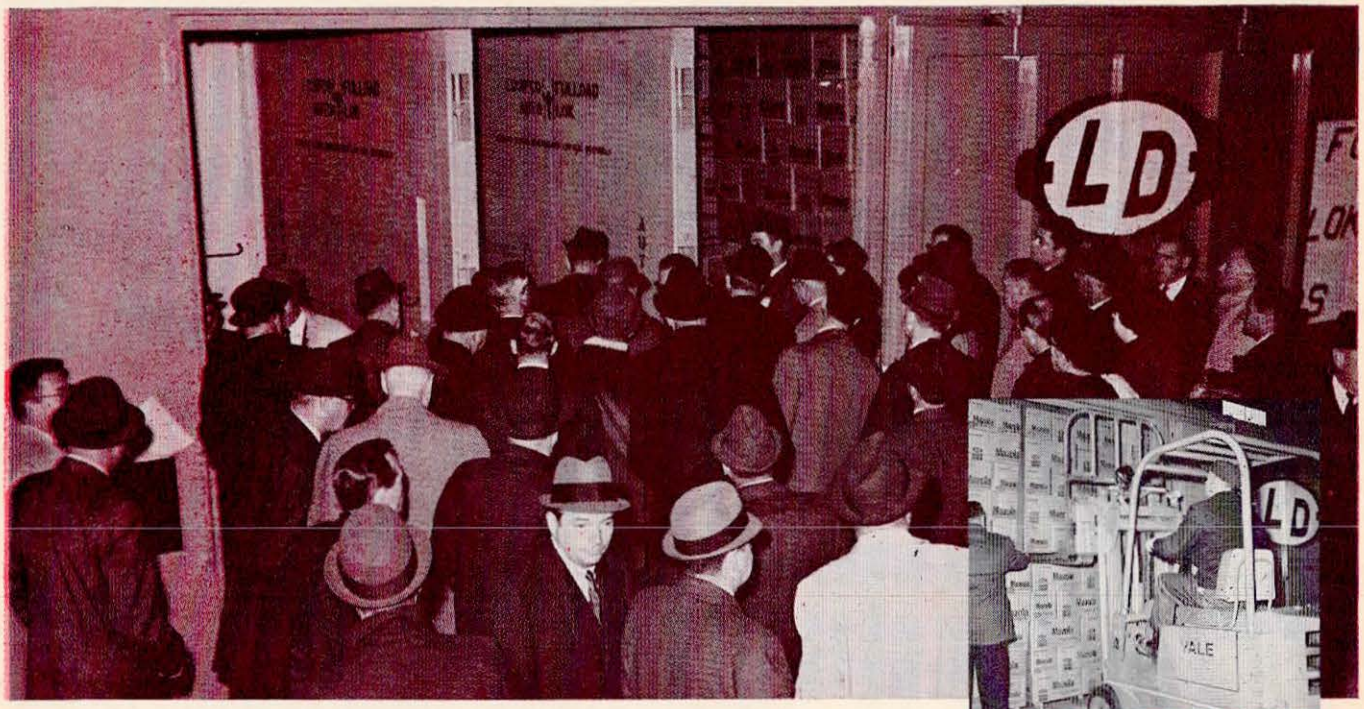
SOMEHOW, it doesn't seem quite logical that L&N should have to battle its way through messy and expensive lawsuits in order to train its people. But, as Walter Cronkite says, "that's the way it is, Sept. 25, 1967." Perhaps another real point is that the brotherhoods shouldn't be making spectacles of themselves in wrangling that is becoming increasingly senseless.

THE TIME HAS COME, most unbiased observers would probably say, for the two-dozen-or-so railroad labor organizations to put aside the past and reach out for the future. Nobody can deny the brotherhoods their right to memories of a glorious past. But a growing number of people regard their future as rather inglorious unless a streamlining job takes place. The battle is between pride, rivalry and jealousies, on the one hand — and economic viability, on the other.

BLF&E PRESIDENT Ed Gilbert tries to promote the idea of unity — but as the representative of a troubled union, he's had his problems, not the least of which has been the BLE's position on merger. Now, as major unions go, it would seem that no meaningful realignment of organizations can take place unless the biggest of the bunch — the Trainmen and/or the Clerks — are involved. The chief executives of these two unions spell it out beginning on page 27 of this week's Railway Age. And their ideas have the ring of good sense.

NEW EQUIPCO FULLOAD CAR HANDLES 56-PALLET / 105,000 LB. LOAD

Earns railroad 40% additional revenue on very first trip!



Partially-loaded FULLOAD Car is inspected by a portion of crowd witnessing initial loading at Corn Products plant in Argo, Ill. Inset shows lift truck operator inserting 56th pallet (each unit 52″ x 42″, with overhang) into 50′ Equipco FULLOAD Car.

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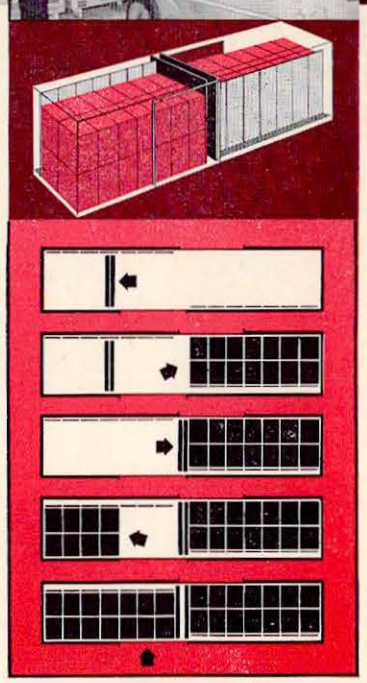

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UNARCO INDUSTRIES Inc.

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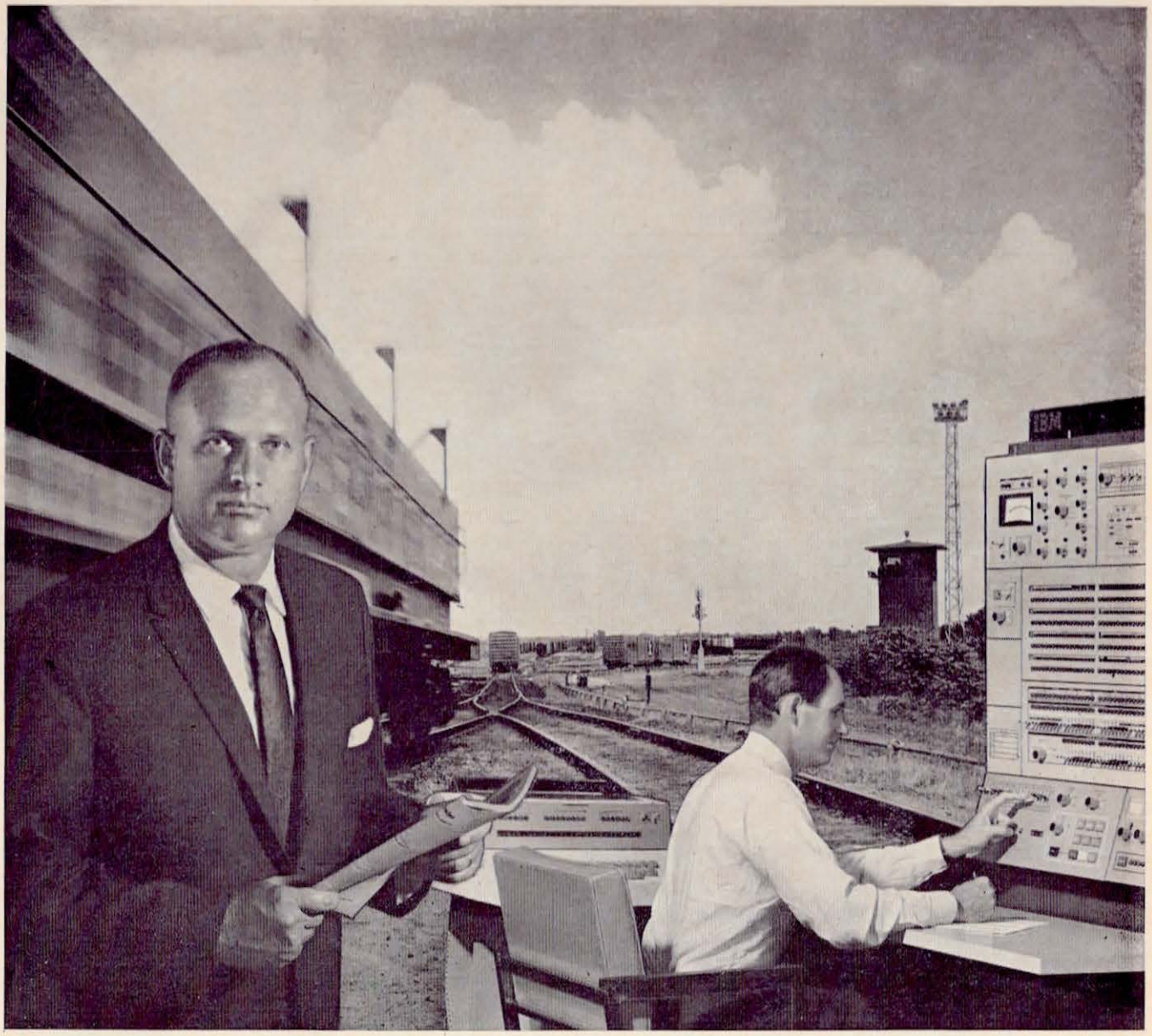
We don't let your freight cars wait in line



BRAINFARE pushes them through

Waiting in line is a waste of time. For you, and for your freight cars. That's why we put BRAINFARE to work breaking bottlenecks in our freight yards. And our BRAINFARE team, headed by Henry Davenport, came up with a smart bit of new math. They subtracted half the time it takes to start sorting cars. As a result, IC customers are getting better freight service. Let us tell you about it. Get in touch with Howard Powell, our Traffic Vice-President, at 135 East 11th Place, Chicago, Ill. 60605. Or phone 312-922-4811.

BRAINFARE is Illinois Central's new total warfare program against outmoded concepts of transportation. We've marshaled our best human and electronic brains into problem-solving task forces to zero in on your total distribution and marketing needs.

Main Line of Mid-America **ILLINOIS CENTRAL RAILROAD**

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never... worry about flat tires again!

Flats are REALCO's problem, not yours . . . when you're using piggyback trailers from The National Railroad Trailer Pool.

You see, REALCO immediately repairs and replaces tires and absorbs the cost—every bit of it—for the life of the trailer. All it takes is a phone call. Our spare tires are stocked at over 40 locations and serviced *anywhere*.

Actually, tire service is merely one example of the benefits that members enjoy in The National Railroad Trailer Pool. REALCO constantly passes along to members the growing service economies that only size, scope and experience can create.

REALCO full service also provides for $150 Trailer Damage Protection; a fleet of Mobile Service Units; REAL Service repair facilities; and nationwide repairs on call . . . all handled by capable mechanics.

REALCO invests in quality trailers. REALCO services keep them that way.

We'd like to tell you of more dramatic advantages . . . such as REALCO Centralized Accounting and interchange per diem collection. Contact REALCO now:

REALCO

Serving THE NATIONAL RAILROAD TRAILER POOL

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CHICAGO 60606, 222 W. ADAMS ST., (312) 332-5567 / NEW YORK 10017, 219 E. 42ND ST., (212) 557-8863 / ATLANTA 30309, 1409 PEACHTREE ST., N.E., (404) 875-4791 / SAN FRANCISCO 94105, 681 MARKET ST., (415) 391-7523

HEADQUARTERS ■ CHICAGO 60607, 433 W. HARRISON ST.

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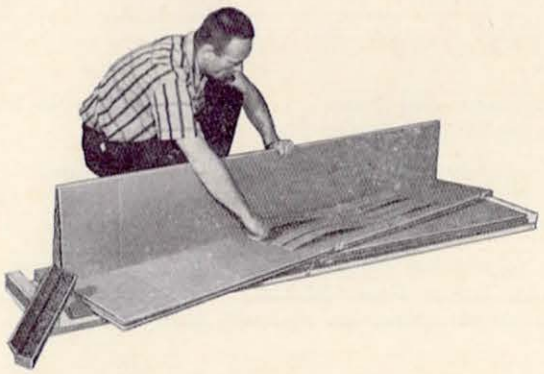
new grain door kit

SIMPLIFIES THE ENTIRE COOPERING PROCESS



1—set grain doors—75" x 90"*
4—1 x 6 x 8 boards
2 lbs. double-headed nails
6 pieces of paper lath
* (kit also available with 75" x 114" doors)

Now . . . everything needed to cooper one car in a convenient single package

- Easy to Store . . . stacks readily.
- Easy to Inventory . . . no more stocking individual components, and winding up with an unbalanced inventory.
- Easy to Handle . . . eliminates costly handling of grain door supplies.
- Easy to Deliver.
- Complete kit weighs under 60 lbs.

INTERNATIONAL-STANLEY CORPORATION
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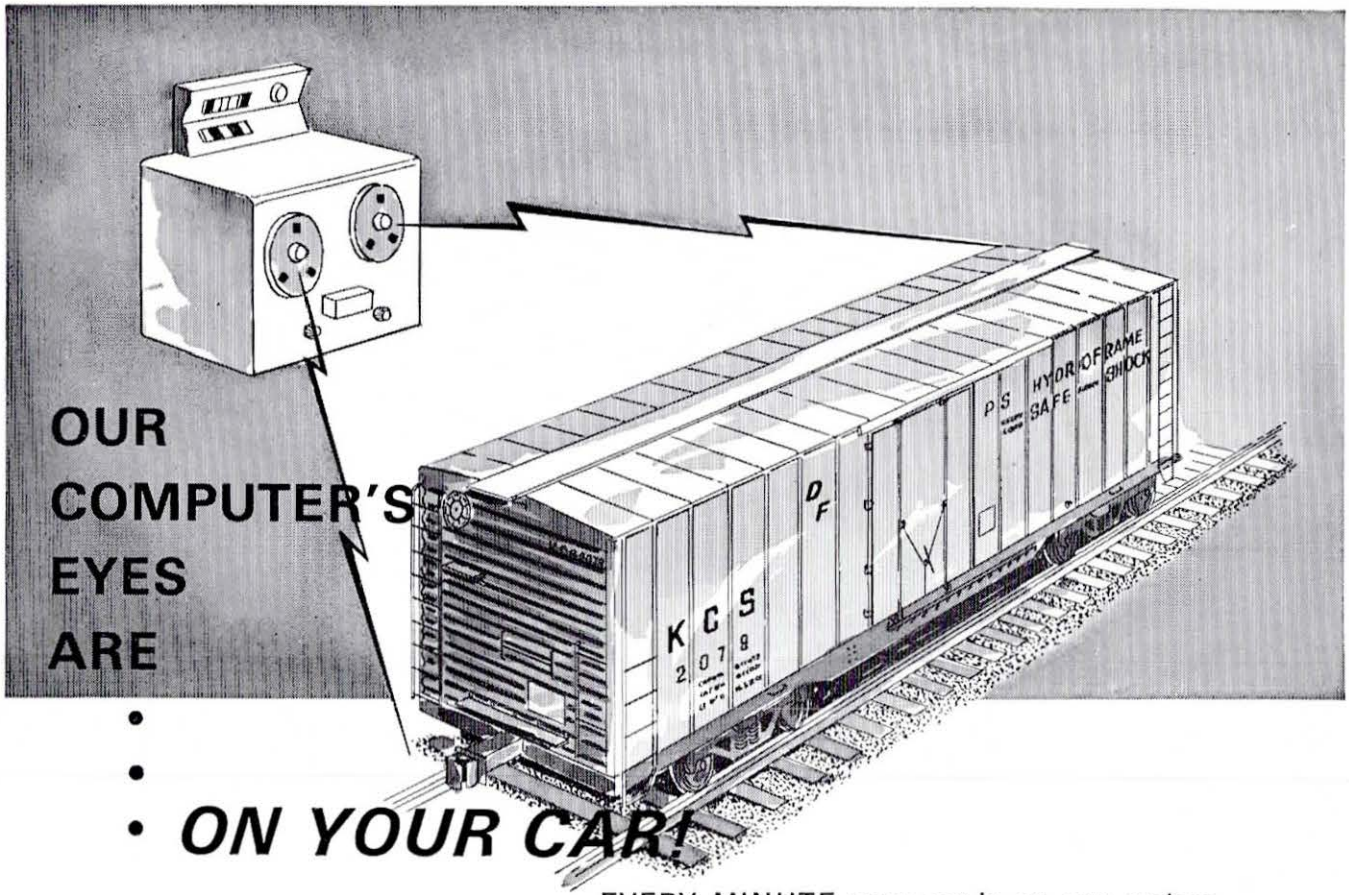

EVERY MINUTE your car is on our system the eyes of a computer are upon it, ready to give instant information as to its location and movement.

Beginning at the time your car reaches us, a computer charts its progress to destination or delivery to another carrier.

For an immediate check on your shipment, all you need do is to punch a code and car number into your own Telex or TWX, or phone your nearest K. C. S. traffic office.

Please call upon us for further information, including a booklet detailing our instant car tracing system.

KANSAS CITY SOUTHERN Lines

J. W. SCOTT
Vice President—Traffic
KANSAS CITY, MO. 64105
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These USS Tenelon Stainless Steel cars haul sodium chlorate to destinations from New Mexico to New England

Sodium chlorate is a crystalline salt and a strong oxidizer that requires special handling until it can go to work in an industry such as papermaking. That's why North American Car, Inc., directed AMF Beaird, Inc. (subsidiary of American Machine & Foundry Co.), Shreveport, La., to fabricate these new tear-drop-shaped covered hopper car bodies of USS TENELON Stainless Steel. The shipper, American Potash and Chemical Corporation, ordered 23 more just like it. If they so desire, they can haul sodium chlorate one way and, on the return, haul a completely different chemical, without any fear of contamination. Why?

USS TENELON Stainless Steel can be cleaned in a whisk with a water hose. It's highly corrosion resistant, has a smooth, hard surface that provides no toe hold for foreign particles or bacteria, and is almost twice as strong as the conventional stainless steels. It requires no maintenance, and never needs to be painted. The quick turn-around time is a hit with shippers and railroads, because a USS TENELON Stainless Steel car makes more trips per year.

U. S. Steel has a whole family of versatile steels for manufacturing railroad cars—steels that cut down construction costs and assure longer life and less maintenance. Our technical specialists welcome any questions about the application and use of steel. Call the United States Steel office nearest you; or write U. S. Steel, Room 4704, 525 William Penn Place, Pittsburgh, Pennsylvania 15230.

USS and TENELON are registered trademarks of United States Steel.

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Stainless Steel—
for strength . . . economy
. . . durability

United States Steel: where the big idea is innovation

Fruehauf Couplable Containers don't nose-dive when properly loaded and unloaded—here's why!

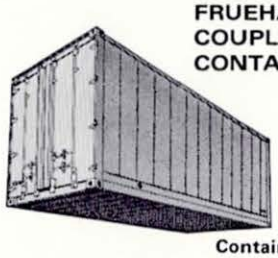
Exclusive, standard equipment on Fruehauf's Couplable Container System are king-pin-activated, retractable supports which are positioned far enough forward to safely eliminate the nose-diving problem.

For a 36″ standard king pin location, the supports are positioned, when uncoupled, at 56″ for a single axle tractor and 80″ for a tandem tractor.

Support legs can be readily raised or lowered to accommodate different tractor heights. The sliding king pin automatically actuates the entire support assembly, folding it up completely out of the way, above the bottom of the frame.

Standard Fruehauf Couplable Containers adapt to every kind of shipping problem—travel separately as 20-foot containers or trailers, as doubles, or couple together as 40-footers for road, rail, sea or air. Your Fruehauf representative has all the facts. See him soon, or write **Fruehauf Division, Fruehauf Corporation, 10942 Harper Avenue, Detroit, Michigan 48232.**

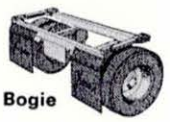
FRUEHAUF COUPLABLE CONTAINER SYSTEM



Container

With the components that make up Fruehauf's Couplable Container System, you have a flexible container that's ready for a crosstown hop or for world travel by sea, rail or air transport.

Container Chassis



Bogie

FRUEHAUF CONTAINERS
Warehousing in Motion

Leadership in ENGINEERED TRANSPORTATION since 1914

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The new railroad is here...there

...everywhere.

Seaboard and Atlantic Coast Line are now one: Seaboard Coast Line Railroad. We've merged to bring to those we serve the best of both lines and to enable ourselves to provide even more and better services in the future. In addition to our home operating states (Virginia, Georgia, Florida, the Carolinas, and Alabama) we're just about everywhere you might need us. We appreciate your business. So call on us. We're here... there... everywhere... to serve you.

SCL
SEABOARD COAST LINE RAILROAD

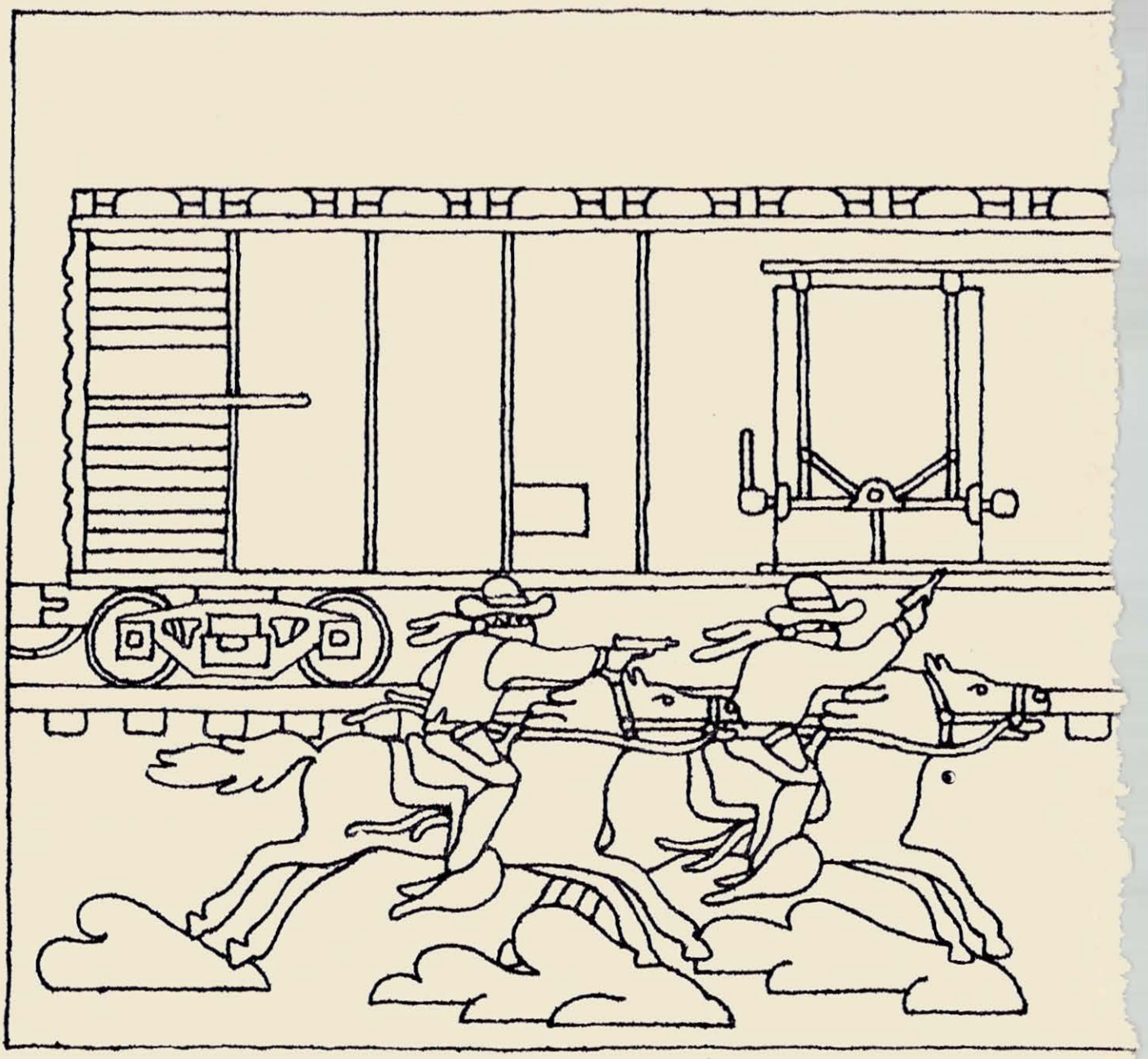
Circle 15 on reader service coupon

Alcoa Aluminum comes to the rescue at the Great Train Robbery:

Lightweight aluminum reefer car components save up to 7 tons of profit-robbing deadweight!

Change for the better with
Alcoa Aluminum

ALCOA



Heavy components rob reefer cars of payload pounds by the ton!

Now, Alcoa puts an end to the Great Train Robbery with lightweight aluminum components. They save anywhere from 3.5 to 7 tons of deadweight. And allow installation of mechanical cooling equipment without sacrificing capacity!

Aluminum roofs knock off as much as 1,500 lb on a 50-ft reefer car.

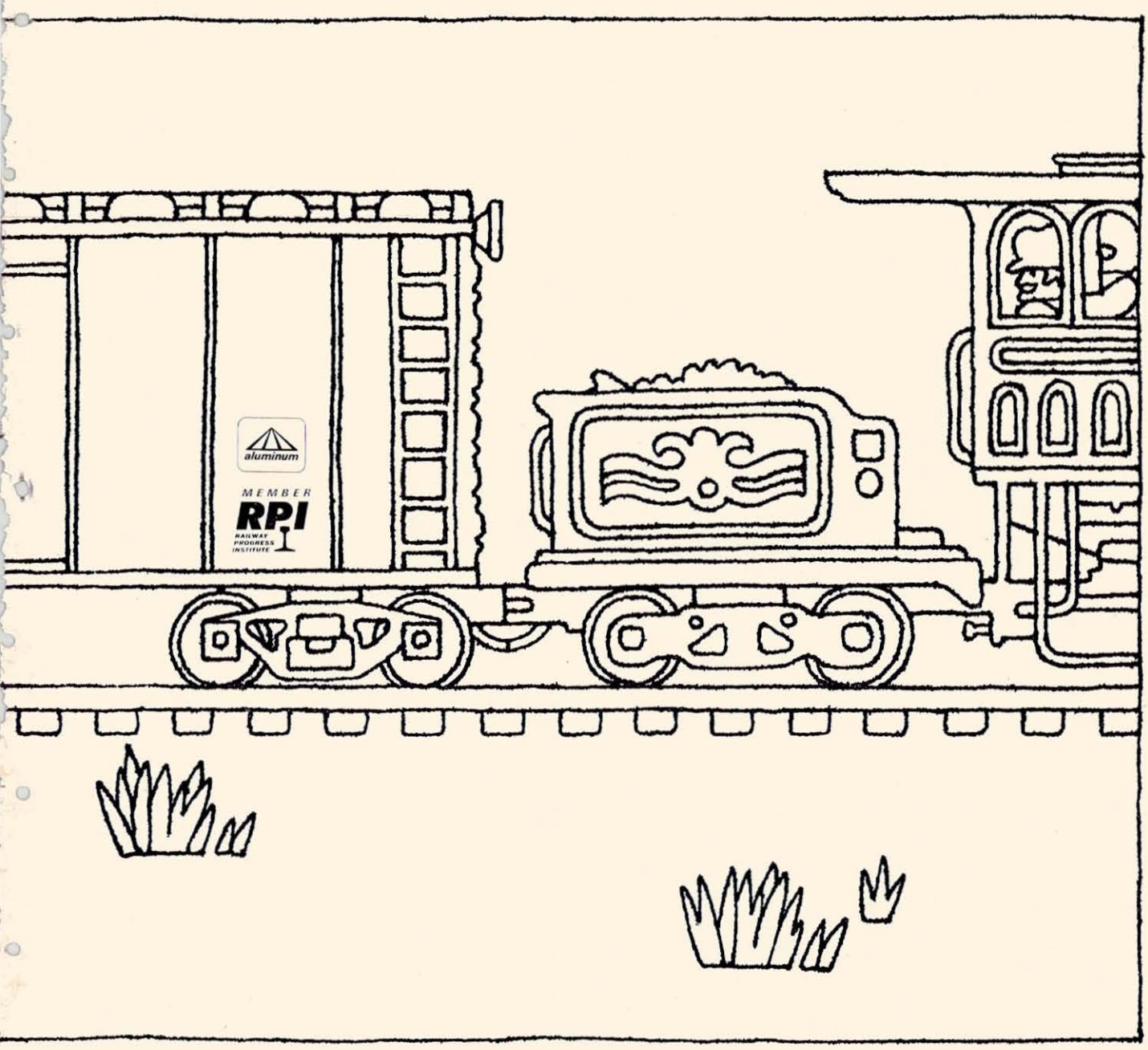
Aluminum ceiling ducts are kitchen-clean. Cut maintenance to a bare minimum.

Aluminum doors eliminate the need for routine repairs. Cut weight by 30 percent. Easily opened by one man.

Aluminum floor racks won't absorb moisture or odors. Tough aluminum extrusions won't splinter or crack, even under the weight of forklift trucks.

Aluminum car ends lighten a car up to 1,700 lb. And maintenance is almost a thing of the past, because tough aluminum car ends are corrosion-resistant.

Rally against railway robbery. Specify Alcoa® Aluminum for your reefer cars. For information, write Aluminum Company of America, 1690-J Alcoa Building, Pittsburgh, Pa. 15219.



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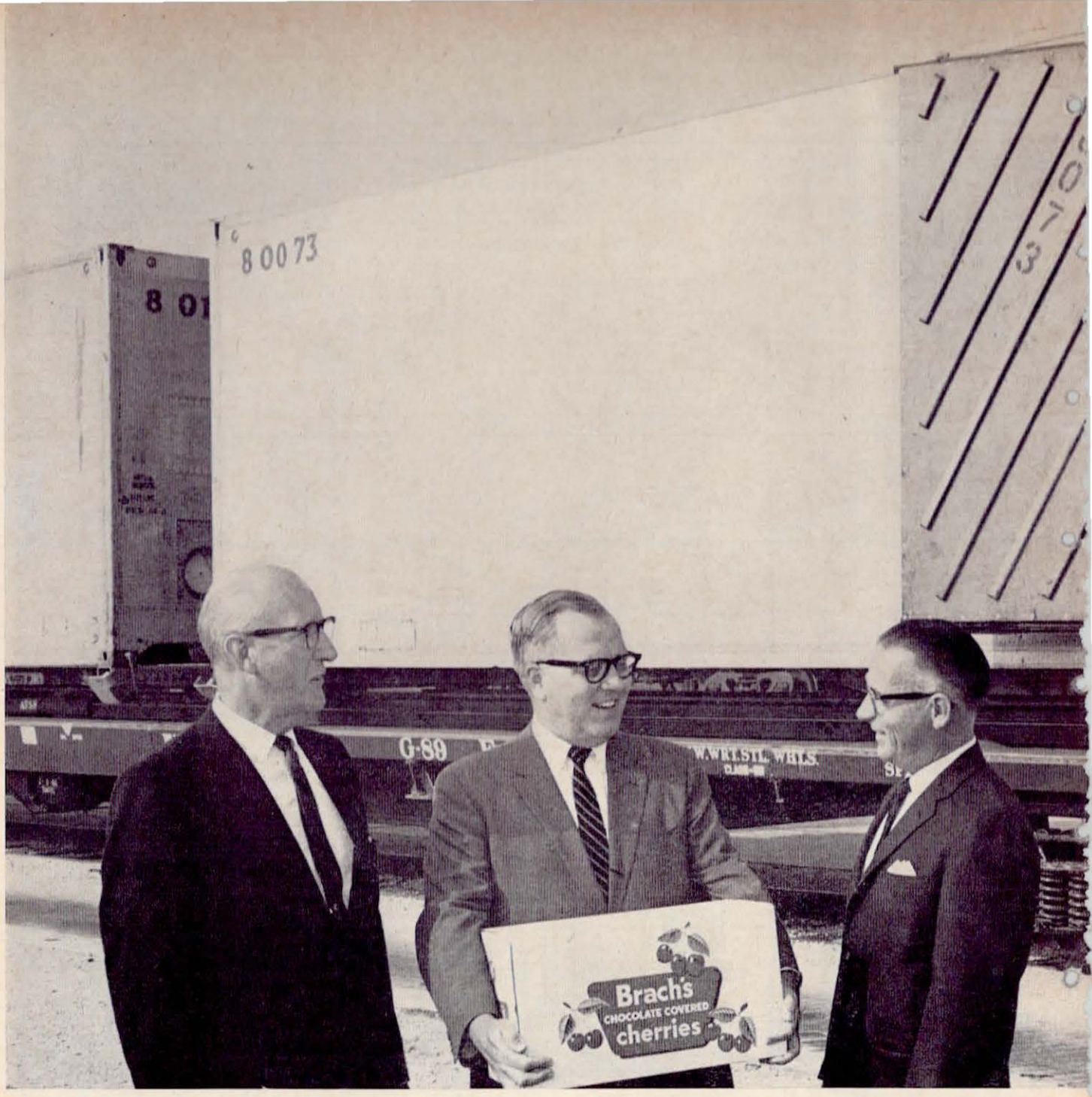
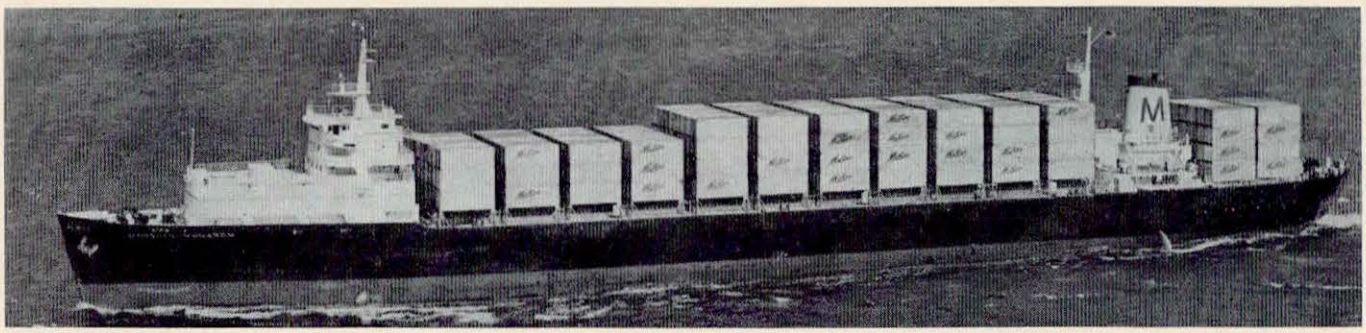


TEST LOAD OF CANDY in plug-in containers is inspected (l to r) by E. M. Carey, traffic manager, and R. C. Wells, vice president,

New power systems give boost to



CONTAINERIZATION, Matson-style is exemplified by Hawaiian Monarch loaded with refrigerated and unrefrigerated units.

of E. J. Brach & Sons, and by W. V. Hopkins, piggyback manager for Santa Fe.

rail container traffic

New plug-in power for piggyback cars offers railroads chance to share in the growing traffic between U.S. and the Orient.

Just what it takes to "turn on" the new generation is a major problem of contemporary society. And "turning on" a new generation of refrigerated containers is producing problems for contemporary railroading.

At stake is a share of the fast-growing perishable traffic between mainland U.S. and Hawaii and Japan. The railroad solution is to equip piggyback cars with diesel-powered generator systems which produce electric current like that used on ships handling the trans-Pacific container traffic.

Scheduled to arrive in Honolulu this week on Matson Navigation's "Hawaiian Monarch" are three containers of frozen meat which moved out of St. Paul, Minn., on the Burlington on Sept. 15. Other Matson ships have previously moved similar container loads which originated elsewhere in the Midwest. The same containers move eastbound regularly with fresh pineapple.

● **Alternating current.** On shipboard the refrigerated containers are powered by 220-volt, 3-phase alternating current. Until recently, railroads have been at a competitive disadvantage as part of an intermodal team because it has not been possible to provide the necessary electric power on a piggyback car.

The Santa Fe, the Burlington, and the Southern Pacific and Union Pacific (working through Pacific Fruit Express) are striving to change all this. Each has at least one car, fitted with a diesel-alternator set, which can transport three of the 24-foot Matson containers.

● **Growing traffic.** Santa Fe President John S. Reed says that a growing import-export business, making use of refrigerated containers, has demonstrated a need for piggyback cars fitted with their own a-c generating systems. After putting the first such AT&SF car in service and expressing optimism about its prospects, he says that he expects his road "will be building additional cars for this growing market."

L. D. Schley, vice president and general manager of PFE, points out that the new equipment "will benefit both the general public and the shipping lines by speeding up handling time so that commodities will arrive on market shelves faster and in better condition than has previously been possible. PFE plans to add generating units to other piggyback flat cars as traffic warrants. The development is simply another step toward our goal of integrated intermodal transport."

● **Differs from domestic.** The refrigerated marine containers differ from domestic units because ship operators do not allow internal combustion engines as independent power sources. The 220-volt, 3-phase distribution system extends through all the container areas of a ship and the electrically powered units are plugged in after they are secured for the voyage.

Now, about the same thing is done on the new piggyback cars. Because of the non-standard length of the Matson container, each of the prototype cars is a General American G89 model with the bolsters adjustable along the cushioned rub rails. This makes it practical to handle the 24-foot Matson units and the 20-foot models which are used by other marine lines and which are becoming the international standard.

● **Deck-mounted power.** Each of the prototype cars first produced by Bur-

The "why" and "how" of rail union merger

BRT's Luna: "Time for merger is now"

Q. Mr. Luna, a lot of union people are doing a lot of talking about union merger, these days. Why, as you see it?

A. It's economics. You might as well call it for what it is. Costs are going up every day. You've got to have mergers if you're going to survive. You're either going to merge, or you're going to price yourself right out of business, to my way of thinking.

Q. You're talking about the price and its effect on the individual member . . .

A. The ordinary union member in a lot of unions is going to have to pay higher dues—and he's going to have a hard time paying it, with the cost of living going up the way it is.

Q. How about those union costs. What's hitting hardest?

A. Everything's hitting hard. But I might say this: If you're going to represent a union man today, you've got to have the money available so you can spend a lot of time in the courthouse. That's what the railroads have done to us—they've taken collective bargaining into the courthouse. Our bill for legal service—our outside bill, not counting the expense for our own attorneys—has run $300,000 a year for the past three years. You might as well face it, you have to have the money for the courthouse—and if you don't have it, and if the railroads find it out, then you're in trouble.

Q. Are you looking for more time to be spent in legal matters?

A. I can't say. I know we carried every case we could as high as we could on the work-rules problem. I know at first we seemed to lose every time we walked into the courtroom. And I know we've done a little better lately. You know we carried one Adjustment Board case to the Supreme Court, and that case resulted in an amendment to the Railway Labor Act, the one making money awards final and binding just like other awards. But I also know that if a union doesn't have a large membership, it has trouble paying these bills.

Q. You talk about economics—how about union strength? What might have happened, for instance, if there had been one or two unions instead of five involved in the workrules dispute.

A. I've thought about that a lot. We'd have known better what we were doing, and I don't care if its a work-rules case or something else. If you've got authority to go in and speak for all the people who are employed or all the people who are involved, you can set your plans and figure your strategy. You'll know where you're going. That's where the railroads had the advantage. They had one man—Doc Wolfe—and he knew everything that was going on. We had people going off in three or four different directions.

Q. How about the railroads? Are they going to benefit if there are fewer unions?

A. When you talk about negotiations, I have to think of our situation. And I think it would be much better if the railroads knew that they couldn't use one union against another. I suppose at the same time the railroads' problems would be simplified by not having to deal with a lot of unions. You've got two dozen unions, and each one is trying to get a quarter-of-a-cent more, or something more. Confusion develops where you've got two or three unions representing people in the same kind of work.

Q. The last time around, you settled for 5% after asking for 25%, and then other unions came in for 5% plus 2½% next year, and then there were 6% agreements stretching into next year . . .

A. Well, we were offered the same 6% deal, and we turned it down for two reasons. First, when you figure the percentage on it, it's not really so good. Second, we had that White House settlement in 1964 that prevented us from moving on over-miles until next Jan. 1, and I didn't want to get tied down where we couldn't move when it was possible for us to move.

Q. So you want merger. What are you doing about it?

A. Right now, my assistant and the senior vice president of the Order of Railway Conductors & Brakemen are working on a constitution proposal for a union under a unification of the BRT and the ORC&B.

Q. Keeping history in mind, and the past rivalry between the organizations, and the fact that a merger was rejected by the ORC&B a few years ago—do you think anything will come of the talks now?

A. I hope so.

Q. What about the Switchmen's Union of North America?

A. When they were having their convention in June, we asked them to join us in a unification, in the working out of a new union. As I read things, they turned us down.

Q. Even if you get somewhere with the ORC&B, you've got certain problems . . .

A. We've got one problem, and that's connected with the fact that we have to have a convention next year according to the constitution. As I see it, if we merged before then, it would change the organization and its name, and we wouldn't have the right to have this convention. We're trying to find a way so that we can go ahead with merger and still have the convention.

(Continued on page 39)

of E. J. Brach & Sons, and by W. V. Hopkins, piggyback manager for Santa Fe.

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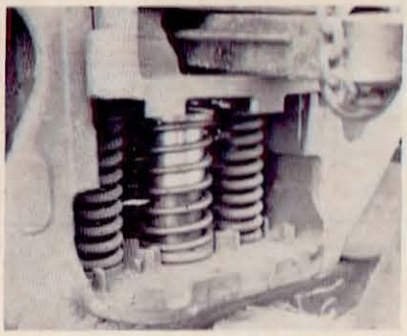

SMOOTHER RIDE FOR FREIGHT is the goal of sway arrestor unit to be displayed during Railroad Week.

FreightMaster plans big Chicago show

During Railroad Week in Chicago, beginning Oct. 9, there's going to be more activity than usual around Rock Island's yards at 51st and LaSalle Streets. Reason: That's the site of a full-scale equipment demonstration and display being planned by FreightMaster, division of Halliburton Co.

Months ago, FreightMaster was pointing toward a major effort at the 1967 Combined Railway Suppliers exhibition. When the big show was cancelled, the division kept steering a steady course—and the result will be the four-way "New Concepts" show.

Actually, FreightMaster people are not at all unhappy. Division Vice President Tom W. Painter puts it this way: "We're going to be able to do more of a total exhibit with our 'New Concepts' show than we could have at the regular show. We're replacing a standard 'look and see' booth-type presentation with a show that will permit personal observation and evaluation of FreightMaster's new products. The impact tests we're planning, as well as the equipment that will be on display, just couldn't be shown in a booth."

Plans call for the conversion of an 89-foot flat car into a combination observation platform for impact demonstrations and product display area. Also installed at the site will be FreightMaster's new laboratory car—which will be used to report, almost immediately, results produced by the series of impact tests which will be conducted. Guided tours of the car will also be on the agenda.

Four new products will be demonstrated and displayed at the exhibit. FreightMaster will show:

—The Type SP-E end-of-car cushioning device for installation in 24⅝-inch draft-gear pockets. This unit is aimed at what FreightMaster refers to as retro-fit programs. The piston provides seven-inch travel. The division notes that the SP-E has been tested under AAR Specification M921-65 and had an attained speed of 9.25 mph at 500,000 pounds coupler force. In a squeeze test, a speed of 12.82 mph was reached before the AAR requirement of 1,250,000 pounds coupler force was exceeded.

—The Type HD cushioning units, available in both E and F coupler models. FreightMaster calls the HD a "big brother" to Type E and F units. It's designed to provide "a greater cushioning capacity and to meet railroad requirements for increased protection of long, heavy cars and their cargo."

—A Sway Arrestor unit which combines a totally-sealed hydraulic cushioning system with spring return to dampen excessive harmonic resonance caused by track conditions. FreightMaster says the device has been extensively tested and that "all data indicates that the equipment will be useful in helping to prevent sway and wheel lifts in long, heavy or high-center-of-gravity cars."

Sway arrestors are installed in friction dampened trucks, one unit to each of the four clusters of springs on a car. Normally, the division notes, "no special installation modifications are required, nor are special tools or equipment."

Other devices to be exhibited are the Type E and F cushioning units and a coupler-positioner.

Displays will include FreightMaster-equipped units produced by such companies as General Steel Industries, Magor, Union Tank Car, Whitehead & Kales and Paragon Bridge & Steel.

The Halliburton division's exhibition will be open from 8:30 a.m. to 5:30 p.m., Oct. 9-12. A special bus will be available to get railroad men to and from the Sherman House and the Pick-Congress and the Rock Island yards on Chicago's South Side.

lington, Santa Fe and PFE has a deck-mounted diesel-alternator unit. Burlington has since produced a second car which has its generating plant mounted beneath the deck, an arrangement dubbed the "Burlington Underslung."

With deck mounting, it is possible to protect the generator against impact by carrying it on the same type of bolsters used for containers. The rubber-in-shear pads utilized by General American make possible 8 inches of travel in each direction for shock protection.

The Santa Fe constructed a frame over two of the container bolsters on which is mounted the Detroit Diesel 3-53, 20-kw diesel alternator. A 450-gallon fuel tank is built within the power-plant frame. The entire installation is housed and protected against the rigorous environment that exists on the open deck of a piggyback car moving at near-passenger-train speeds. Plug-in receptacles are located at intervals along the deck.

The Santa Fe car got its initial test a month ago with the shipment of 35,000 pounds of chocolates from the Chicago plant of E. J. Brach & Sons to Kansas City. After successful completion of this trip, the car moved to a packing plant for loading with meat products destined to Honolulu.

● **Burlington Underslung.** From the beginning, Burlington was interested in developing a power system which would make the car's entire deck available for loading and would not interfere with circus-style trailer handling if the car should be in such service. It is possible to place the 24-foot Matson containers (three of them) on the deck so that their rear doors can be opened for in-place loading.

Because the low-profile diesel engine necessary for the underslung installation is used in combat and construction vehicles in Vietnam, there was considerable delay in delivery. This made it necessary for the first CB&Q car to have an on-deck installation much like that used by Santa Fe and PFE.

Installing the power unit beneath the car deck exposes it to the dirt and flying objects raised by speeding freight trains.

The three fuel tanks, with specially contoured cross-sections to fit outboard of the car's main sills and within clearance lines, hold a total of 500 gallons which makes possible up to 16 days of operation.

Burlington did the conversion of the Trailer Train G89 car in its Havelock, Neb., shop. Following its completion, it moved immediately to St. Paul where Armour & Co. filled it with packing house products. Then the car headed for San Francisco and its connection with the Hawaiian Monarch. ■

The "why" and "how" of rail union merger

BRAC's Dennis: "Proposals are ready"

Does the rail labor movement really need two dozen separate unions? Is there any economic or functional justification for the continued existence of this many separate and distinct organizations? And if there isn't, what can be done—and how can it be done?

The whole topic—call it merger, amalgamation, consolidation, unification—is a live one among rail labor leaders. It's live, as perhaps never before. And most alive to the possibilities are the biggest of the rail unions, the Brotherhood of Railway and Airline Clerks and the Brotherhood of Railroad Trainmen. Railway Age Senior Editor Gus Welty talked with the chief executive officers of the two, BRAC's C. L. Dennis and BRT's Charles Luna. This is how the union merger picture looks from behind the scenes.

Q. Mr. Dennis, you're outspoken on the subject of railroad-union merger. Why?

A. Because I think merger has to take place. And I think it will. You look at the situation. Most of the standard rail labor organizations are fully national in scope. They have to maintain extensive networks of officers and field personnel and so forth, if they're going to give proper service. No matter what the size of the organization—even if it has only a few thousand members—there's a certain base minimum of staff and officers and related expense that has to be maintained. But there's a tremendous amount of duplication, in services and in functions—accounting, legal operations, legislative work, and those are just a few.

Costs are going up, and the small unions—really, all of us—are suffering cost increases. Merger could bring tremendous efficiencies in providing the services and tremendous economies in paying for them. Personally, I think the potential for consolidation of unions is greater now than it's ever been.

Q. Do you think rail unions are also looking at the kind of unity the railroads have developed from a bargaining standpoint?

A. Certainly. Our strength can only be increased through unity. With fewer but stronger unions, we'd be able to have a much more effective voice in dealing with the carriers. But at the same time, from the management point of view, the bargaining process would become less complex because there would be a more centralized labor structure. Then there's another thing to consider. It seems obvious that the pattern in the transportation industry will be one of greater integration among modes, maybe on a corporate basis, maybe on a functional one. It behooves labor to be prepared to deal with the problems of transportation as a whole, not just as railroads or airlines or trucking companies.

Q. Your organization has made several proposals. Has anything come of them?

A. No, at least not yet.

Q. Do you have a guess as to the final form rail labor organization may take, if mergers do come about?

A. Final form is anybody's guess. Logic would point to a three-way split, with one union for operating employees, one union or a stronger association for the shopcraft people and one for all the rest. But you know that logic doesn't always turn out to be the main motivating factor in the development of human social institutions — and that's true of both labor and management.

I wouldn't be surprised if we developed at least two broad-based transportation unions, crossing modes, crafts and classes, historical distinctions and so forth. One could be based around the BRAC and another around the Brotherhood of Railroad Trainmen. We're both speaking in favor of consolidation, we both have certain diversification and we both have substantial membership and financial strength. At the same time, we're not competitors, and I hope we never become competitors.

Q. What do you mean by "broad-based" unions?

A. The merger of an operating union and a non-op wouldn't surprise me. In fact, we can see certain advantages to something like that—such as the ease with which traditional identities could be maintained within the structure of a larger union. As you well know, that's a vital thing when you talk with the people in many of the smaller organizations. Really, though, this is all sheer speculation, now. No pattern exists, although one could develop pretty quickly with all the formal and informal discussions that are going on.

Q. Do you think rail labor, generally, is ready for merger?

A. I think the feeling is right, so far as the membership is concerned, provided the right "home" for a union can be found. Union leaders, of course, have many problems and so they're a bit more hesitant. Leaders, from the local level on up, always fear the loss of identity. They're naturally concerned with their own prospects in a merger.

At the top level, leaders are faced with political problems. For instance, what would the support of a particular merger do to their political careers? What would happen if they favored a merger, and it didn't go through? Still, I have to think that most rail labor leaders are pretty tough-minded men, or maybe you might say practical men. I think they're basically looking out for the best interests of their members. So, I'm convinced that if a merger is in the best interest, these men will undertake the job of merger, regardless of the political dangers.

Q. But many of these men have problems that go beyond the politics of holding office . . .

A. Yes, they do. The question of who has authority to make a merger is a perplexing one for most unions. In many organizations, it takes specific convention action. Some require a vote of the whole membership. There are all sorts of elaborate procedures you can get involved with. A very few unions—

Human problems are a very big factor

and the BRAC is one of them—have empowered the leadership to make appropriate mergers.

In our case, the 1967 convention authorized our Grand Executive Council to work out the details on any proposed, sensible merger. But you have to realize that in most unions, the top people don't have the final say—and so they have a big educational job to do, to let the members know what's being proposed and how it will work.

Merger of two unions is much, much harder than merger of two corporations. Personalities, history, traditions—they're the primary factors. Costs and efficiencies aren't, at least not yet.

Q. If all this is true, then how do you go about merging labor organizations?

A. "Understanding" is the key word. Mergers can come about only when each party really tries to understand the problems of the other party—and when each party tries to adjust to the other's problems. With a union member, for instance, a symbol or a name can really be more important than a dues increase or decrease. To an officer of a railroad or any other corporation, that might seem irrational, but it's true. Unions aren't just economic institutions. First and foremost, they've been social institutions. So, human problems are a much bigger factor in merger talks.

Q. The BRAC is the biggest rail labor organization, and the BRT isn't far behind. How about pressure, as a means of getting merger accomplished?

A. I don't think threats are the answer, and we've done everything possible to avoid the use of threats or force. I've said that mergers should take place. I haven't said they should necessarily involve the BRAC. I'd like that, but it's not really the main point. The main point is for mergers to take place, whenever and however they can be accomplished fairly.

Q. But some people just don't seem to be joiners . . .

A. You know as well as I do that craft identity is a powerful force in railroad unions. Each craft has its traditions, procedures, rules, its unique problems. We are mostly AFL-CIO unions, but we developed years before there was an AFL, and we developed along fraternal lines. It shows, now, in the fierce desire to maintain individual identities.

So far as I can see, the only way the smaller unions can be guaranteed a place within a larger union is for the larger union to create a permanent division—to assure the smaller group that it will have continued life and identity.

Q. This would seem to point again toward merger crossing the lines between ops and non-ops. . . .

A. Without citing specific examples, it's clear that merging of certain groups into the BRAC and trying to maintain them as distinct entities would be almost impossible, because the work of the people is identical, or quite similar. This same problem exists among the ops, and it's carried to a far worse extreme, with almost complete duplication in some of the craft classifications involved.

Q. So people with these "over-lap" problems are looking at their possibilities. . . .

A. Yes, they are—we're talking with the ORC&B, and we know the Trainmen are talking with the TCEU.

Q. Let's talk about the BRAC and the TCEU. Or the BRT and the TCEU. What's happening?

A. Well, first, as I said, we hope we don't come into competition with the BRT. But we have to realize that in the BRT-TCEU talks there could be the concept of opening a way for the BRT to organize in the airline industry, by using the TCEU as a white-collar base from which to try to organize the clerical group We know the BRT has designs on the airlines, and we can't oppose this, so long as it doesn't threaten our people or what we see as our field. After all, the BRT also has contracts in the bus industry, and we have contracts all over the lot in transportation—railroads, trucking companies, express companies, airlines, etc.

As for the BRAC and the TCEU, I would say this: Merger would be the best thing for the membership. Joint seniority rosters could be worked out, and much greater opportunities could be made available to TCEU members. But it would be almost impossible, as I've said, to maintain the TCEU as a separate division within the BRAC. The work, today, just wouldn't permit it. You can walk into an office and not tell who's doing what, a member of the Telegraphers or a member of the Clerks. And neither our two organizations nor anybody else in rail labor can go on refusing to admit that technology has changed what used to be. How many Morse code keys do you see any more? Maybe it would be best for the TCEU to merge with the Trainmen. Maybe it would be best for the ORC&B to merge with the BRAC—because the people, many of them, in the ORC&B have grown up fighting the BRT.

Q. Mr. Dennis, the BRAC pays a good wage to its own people. You are, I believe, the highest-paid president among the rail labor organizations, and I assume your other officers are also well-off on pay-day. What's your approach to people in other organizations?

A. Eventually, we could do with fewer people in a merger. But the principle is full attrition, and nobody would lose his job, nobody would lose any money. In fact, in every merger we've proposed, every officer of the other union would get a salary increase, to bring him up to a level comparable to what we pay our officers.

Q. How could bargaining be handled? How much autonomy would a division of the BRAC have?

A. We think we could use our resources in better fashion if we could bargain jointly at the conference table. We in labor would know better what was going on, and the people on the management side would know better, too. In cases of a merger where there would be a distinct class and craft distinction, I would expect that there would be joint bargaining—but the officer or officers in charge of the specific division would have autonomy to the extent that it would be their determination as to whether a proposal were acceptable to their people. In other words, what we have in mind is an integrated union with a high degree of freedom of action within the various divisions.

Q. You talked earlier about "understanding" as the big thing in merger. How do you go about creating a climate of understanding?

A. Usually, even when you make a fair proposal, people find it hard to understand. They think there's a gimmick somewhere. But there are no gimmicks in the proposals we've made. Look at it this way. We felt, as the biggest organization, and probably the best-off financially, that we have to make the move, when we're approached —and we have been approached, in each case. Don't get me wrong. We're not out on the street soliciting. We don't have to. What we want is to give people the opportunity to get together. We're not about to squeeze any union officer out of his job in a merger. We look forward to making it attractive to both the officers and members of other unions, to merge and become a part of a bigger organization.

Q. Just how attractive—economically, for instance?

A. Officers of these small unions in many cases are underpaid for what they do. They, and the members, have kept the individual identity of their individual organizations at their own expense. I mean, when the president of an international organization agrees to work for $10,000 or $12,000 a year, he's agreeing to be 'way underpaid, by today's labor-union standards. Look at the responsibilities and the duties that fall to his position and title. Why, the vice presidents of a large organization get two to three times as much.

Q. How about the advantages to the rank-and-file member?

A. Look at the situation that's developing so far as dues are concerned. We've talked about all the services that have to be provided. And we all know that the costs of giving those services are going up. Now, how high can you put your dues? How much can you charge, just for the purpose of retaining an organization's individual identity? How much do the members want to pay for a status symbol? And then, let's take a look at the status symbol: What has it really accomplished for the rank-and-file?

It's our position that the identity of the craft can and will be maintained in a merger, where it's logical and sensible to do so. And where the identity of the craft has been lost—where technological change or automation or reorganization of work have brought this about—then in all fairness and in reality and in straight thinking, there should be a complete merger.

Q. What you're proposing, generally is a mixture of altruism and the BRAC's own self-interest?

A. I guess it is. So far as the BRAC is concerned, we don't need merger to exist, and we don't expect to be backed up against the wall in the future, as some smaller organizations may be. We have assets of more than $40 million, and if we were to include local lodge funds the total would probably run close to $75 million. At the same time, we feel we should always be looking for more economical ways to provide greater services to the membership. And, while we're a broad-based union now, we feel our base in the transportation industry should be broadened still further.

Q. And what you need, perhaps, is a "showcase" merger. . . .

A. That's about it. We'd welcome the opportunity to prove that what we've been talking about isn't just talk. Look, we're not trying to take over the world, and I'm certainly not trying to be some kind of high mogul of railroad labor. We just happen to believe that through the merger route we can give better and more economical representation. We also think this would solidify our economic strength and make us more effective in representation.

Some people on the carriers' side might fear a concentration of strength, but frankly I think it would work to the advantage of everybody. With fewer but more solidly-based organizations, I think many strikes and threats of strikes, for instance, would be eliminated. That would be good for us, good for the industry and good for the general, over-all economy of the country. ■

The Clerks and merger: Where do they stand?

In at least a half-dozen specific instances, the Brotherhood of Railway and Airline Clerks is moving (or has moved) in the direction of union consolidation. Here's how BRAC President C. L. Dennis sizes up these proposals and others which may be made:

—BRAC and the Transportation-Communication Employees Union: "The TCEU officers are now absolutely opposed to this proposal. They feel that they would completely lose their identity, and, in fact, it would be almost impossible to maintain a 'Telegraphers Division' within BRAC due to the identical nature of the work. Therefore, although we believe it would be to the best interest of TCEU members, it does not appear likely that this merger will take place in the foreseeable future."

—BRAC and the Air Line Employees Association: "ALEA made a proposal to us some time ago for an affiliation. Their proposal was not satisfactory, because it involved a consolidation which could be dissolved at any time. But we are going to try for a reactivation of these discussions."

—BRAC and the Air Line Dispatchers Association: "ALDA right now is a situation similar to that of ALEA."

—BRAC and the Order of Railway Conductors & Brakemen: "We have made a written proposal for consolidation, for their consideration."

—BRAC and the Brotherhood of Railroad Signalmen: "Again, we have made a written proposal. The BRS held its convention last month, and we understand the proposal was not brought before the delegates."

—BRAC and the Canadian Brotherhood of Railway Transport and General Workers: "The president of CBRTGW approached me about two years ago to explore the possibility of their merging with us. This remains a distinct possibility, and I'm told the president is still quite interested."

—BRAC and anybody else: "If any one of these proposed mergers takes place or even gets well on the road to taking place, there's a strong possibility that many other organizations will become interested. For example, if the merger with ORC&B came off, the Brotherhood of Locomotive Firemen & Enginemen and the Switchmen's Union of North America might get interested. Among the non-ops, many of the small unions, such as the Dispatchers, Yardmasters and Supervisors, are becoming increasingly aware of the fact that they will be unable to maintain their present level of service to their membership at anything approaching a reasonable cost. They stand, now, on the sidelines — interestedly watching and waiting."

"THE TIME FOR MERGER IS NOW" ►

The "why" and "how" of rail union merger

BRT's Luna: "Time for merger is now"

Q. Mr. Luna, a lot of union people are doing a lot of talking about union merger, these days. Why, as you see it?

A. It's economics. You might as well call it for what it is. Costs are going up every day. You've got to have mergers if you're going to survive. You're either going to merge, or you're going to price yourself right out of business, to my way of thinking.

Q. You're talking about the price and its effect on the individual member . . .

A. The ordinary union member in a lot of unions is going to have to pay higher dues—and he's going to have a hard time paying it, with the cost of living going up the way it is.

Q. How about those union costs. What's hitting hardest?

A. Everything's hitting hard. But I might say this: If you're going to represent a union man today, you've got to have the money available so you can spend a lot of time in the courthouse. That's what the railroads have done to us—they've taken collective bargaining into the courthouse. Our bill for legal service—our outside bill, not counting the expense for our own attorneys—has run $300,000 a year for the past three years. You might as well face it, you have to have the money for the courthouse—and if you don't have it, and if the railroads find it out, then you're in trouble.

Q. Are you looking for more time to be spent in legal matters?

A. I can't say. I know we carried every case we could as high as we could on the work-rules problem. I know at first we seemed to lose every time we walked into the courtroom. And I know we've done a little better lately. You know we carried one Adjustment Board case to the Supreme Court, and that case resulted in an amendment to the Railway Labor Act, the one making money awards final and binding just like other awards. But I also know that if a union doesn't have a large membership, it has trouble paying these bills.

Q. You talk about economics—how about union strength? What might have happened, for instance, if there had been one or two unions instead of five involved in the workrules dispute.

A. I've thought about that a lot. We'd have known better what we were doing, and I don't care if its a work-rules case or something else. If you've got authority to go in and speak for all the people who are employed or all the people who are involved, you can set your plans and figure your strategy. You'll know where you're going. That's where the railroads had the advantage. They had one man—Doc Wolfe—and he knew everything that was going on. We had people going off in three or four different directions.

Q. How about the railroads? Are they going to benefit if there are fewer unions?

A. When you talk about negotiations, I have to think of our situation. And I think it would be much better if the railroads knew that they couldn't use one union against another. I suppose at the same time the railroads' problems would be simplified by not having to deal with a lot of unions. You've got two dozen unions, and each one is trying to get a quarter-of-a-cent more, or something more. Confusion develops where you've got two or three unions representing people in the same kind of work.

Q. The last time around, you settled for 5% after asking for 25%, and then other unions came in for 5% plus 2½% next year, and then there were 6% agreements stretching into next year . . .

A. Well, we were offered the same 6% deal, and we turned it down for two reasons. First, when you figure the percentage on it, it's not really so good. Second, we had that White House settlement in 1964 that prevented us from moving on over-miles until next Jan. 1, and I didn't want to get tied down where we couldn't move when it was possible for us to move.

Q. So you want merger. What are you doing about it?

A. Right now, my assistant and the senior vice president of the Order of Railway Conductors & Brakemen are working on a constitution proposal for a union under a unification of the BRT and the ORC&B.

Q. Keeping history in mind, and the past rivalry between the organizations, and the fact that a merger was rejected by the ORC&B a few years ago—do you think anything will come of the talks now?

A. I hope so.

Q. What about the Switchmen's Union of North America?

A. When they were having their convention in June, we asked them to join us in a unification, in the working out of a new union. As I read things, they turned us down.

Q. Even if you get somewhere with the ORC&B, you've got certain problems . . .

A. We've got one problem, and that's connected with the fact that we have to have a convention next year according to the constitution. As I see it, if we merged before then, it would change the organization and its name, and we wouldn't have the right to have this convention. We're trying to find a way so that we can go ahead with merger and still have the convention.

(Continued on page 39)

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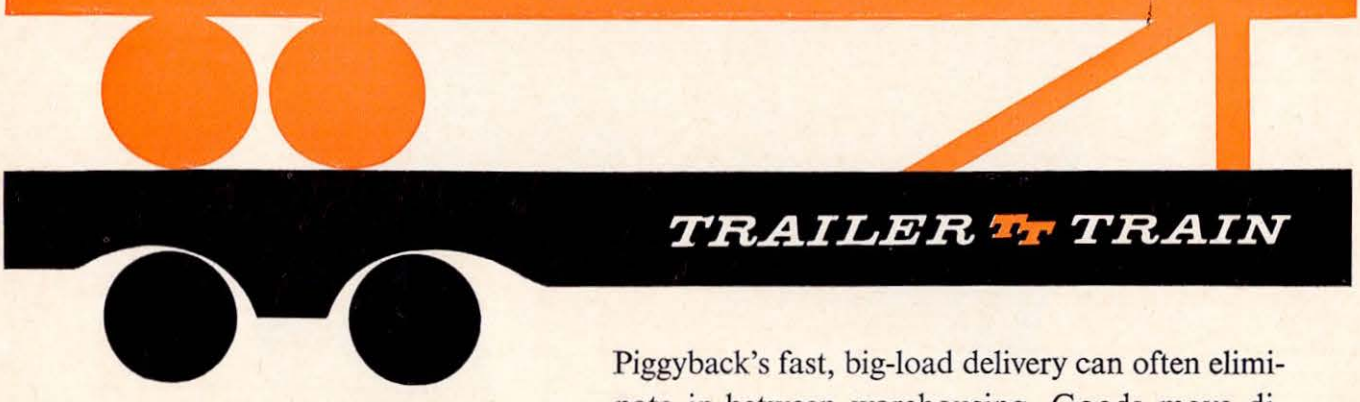

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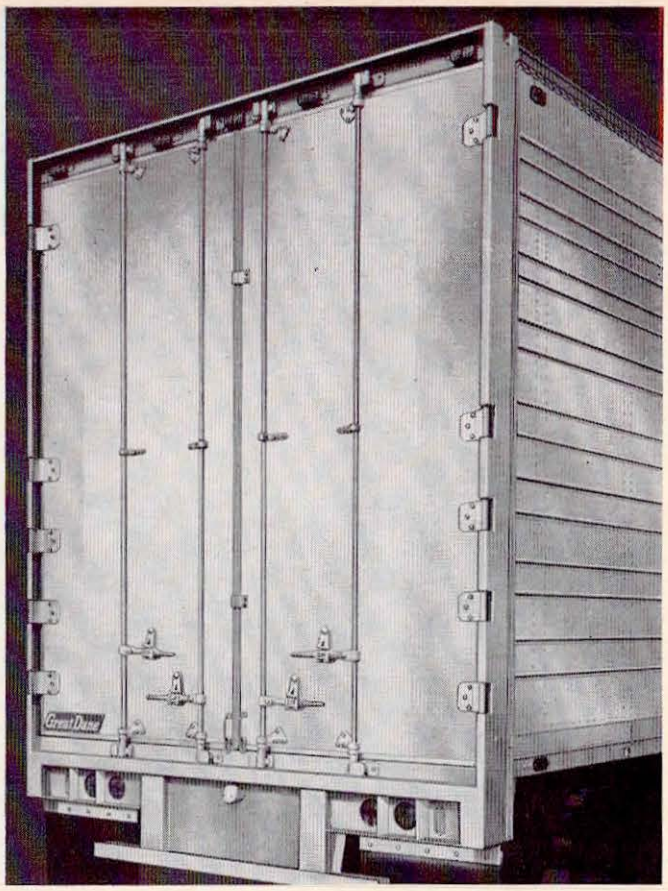

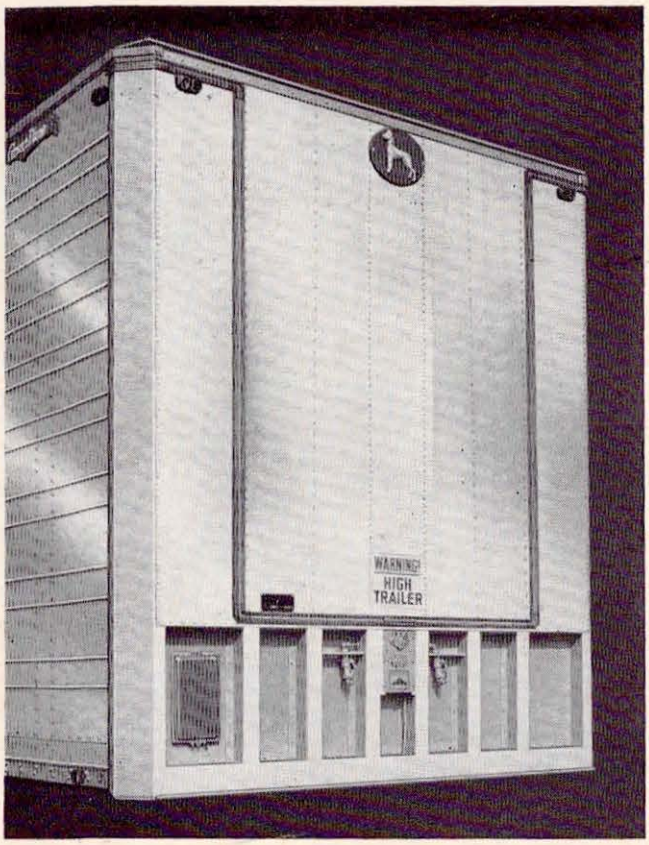

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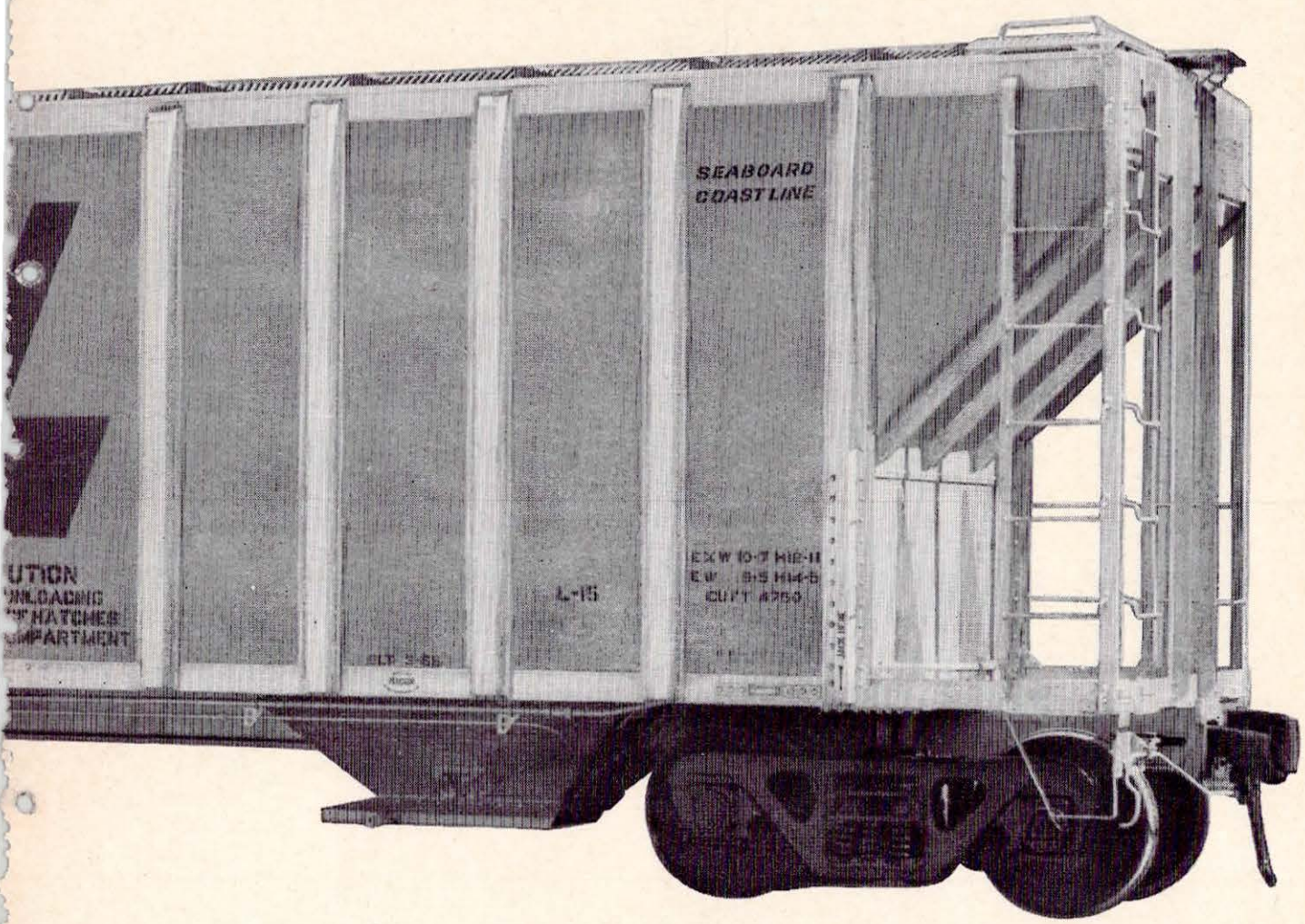

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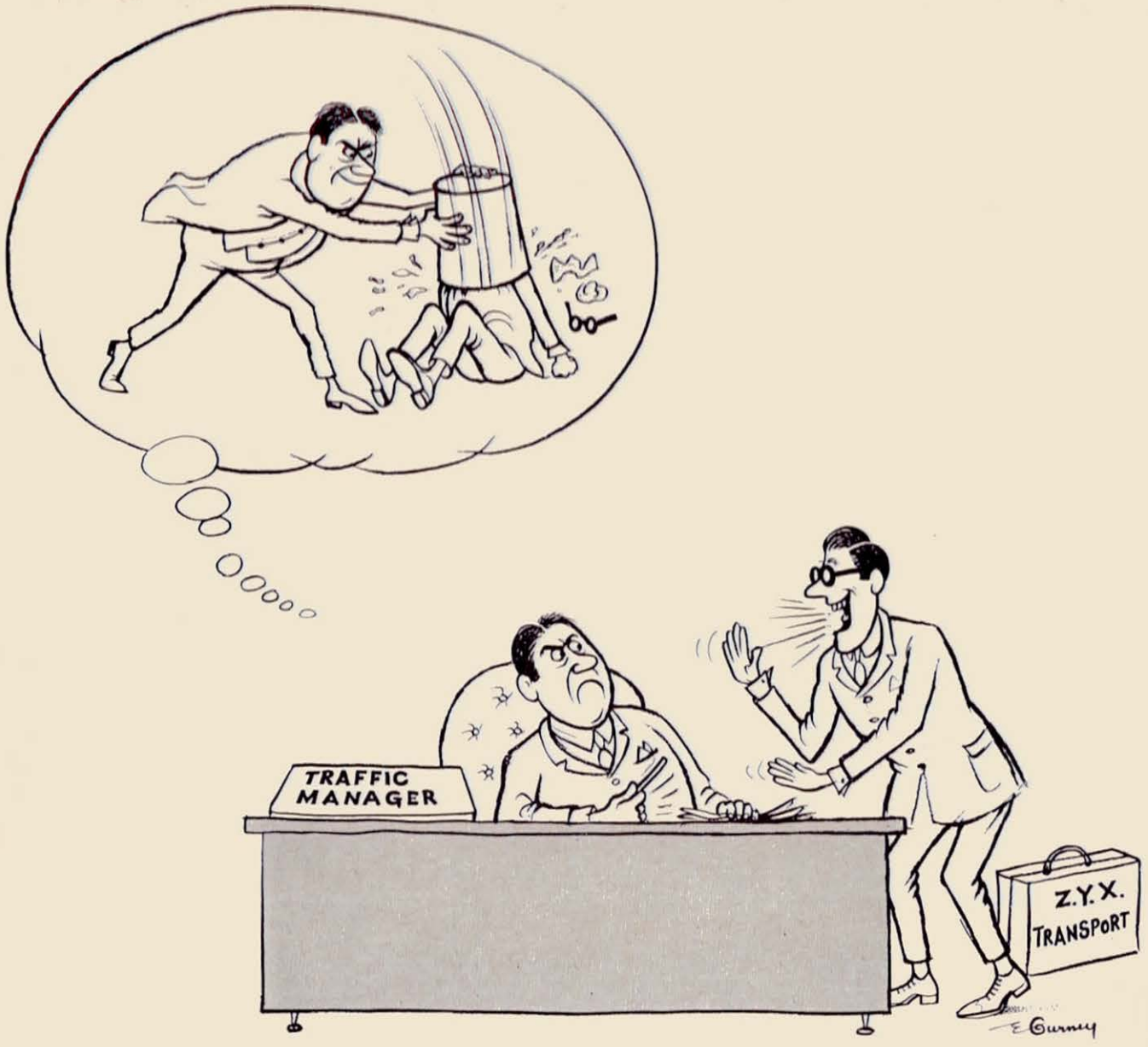

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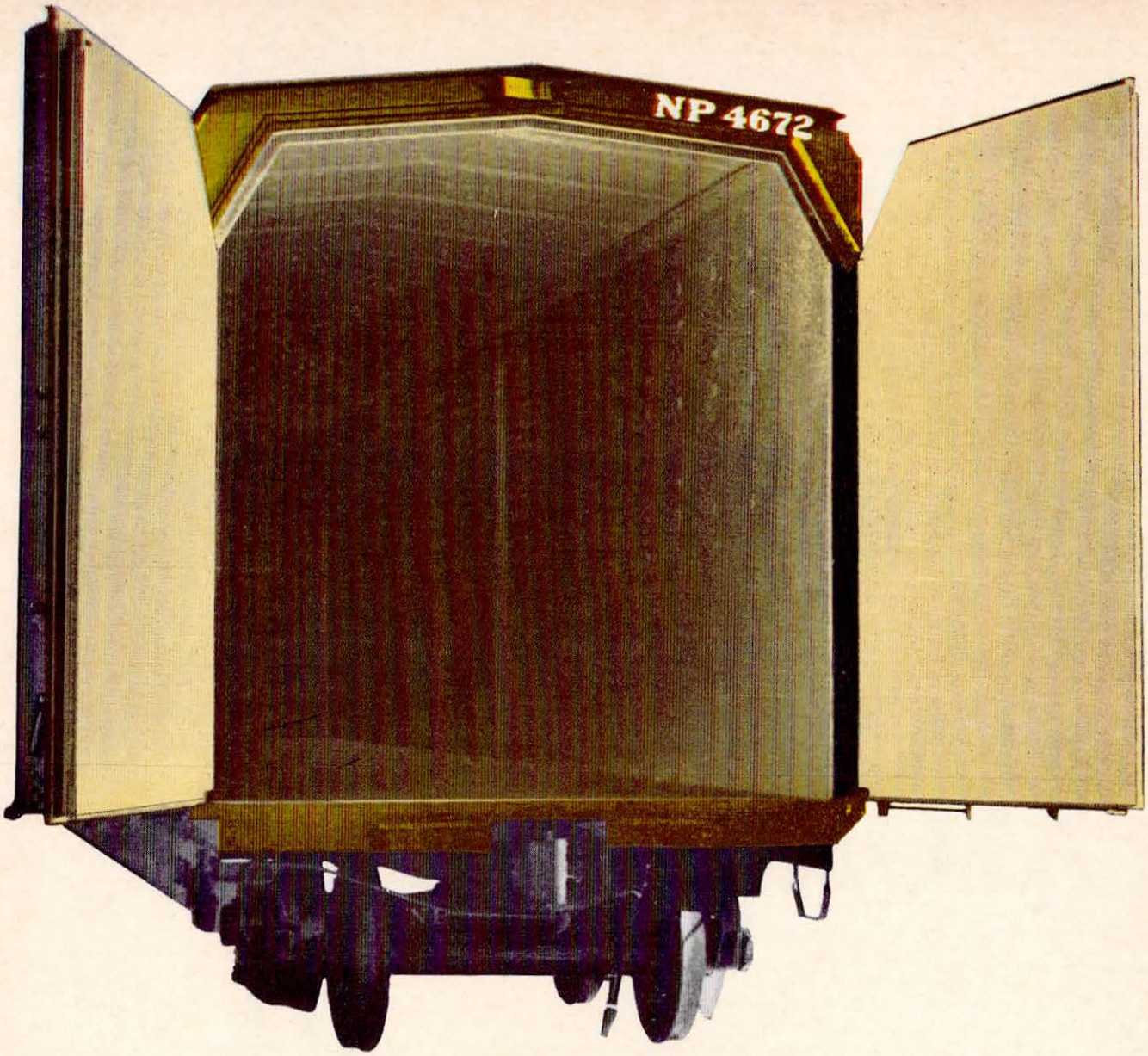

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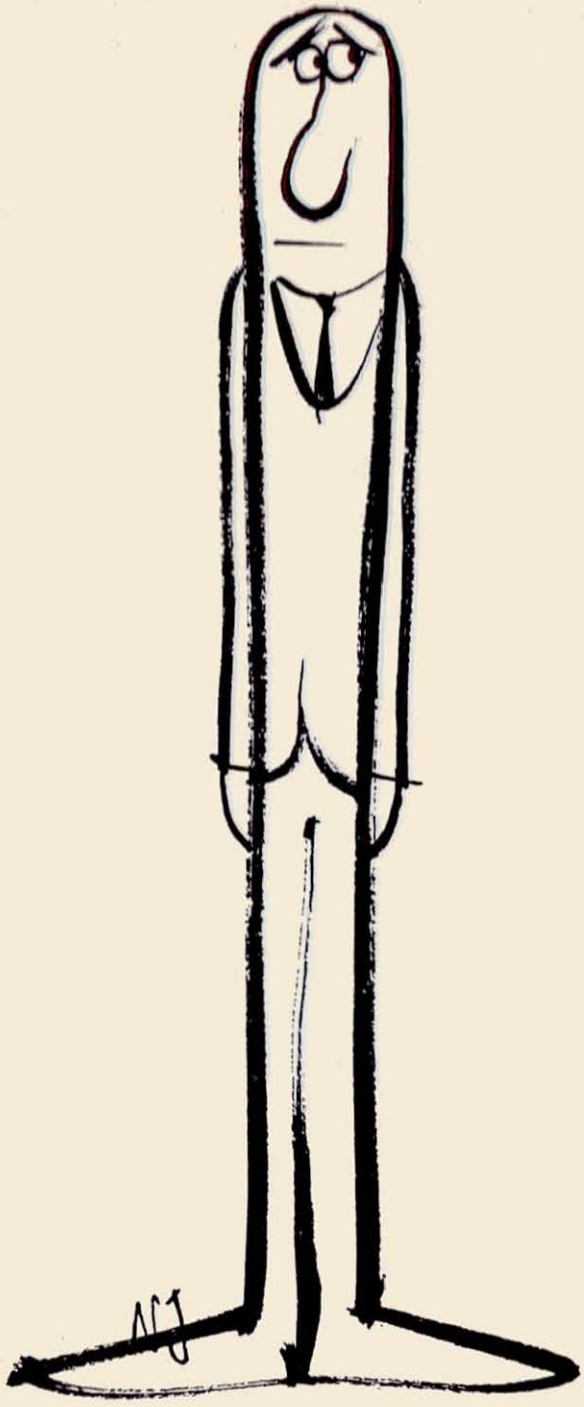

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"The time for merger is now"

(Continued from page 30)

Q. But you could merge without convention action?

A. Yes. Our intention is to work out all the details and then put it to a vote of the members.

Q. How about your merger talks with the Transportation-Communication Employees Union?

A. We've been trying to get something going with them. Actually, we've had three-way talks with BRT and ORC&B and TCEU people all in on it. But the Telegraphers say they can't find anything in their constitution that gives them the right to vote the membership.They tell me they've got to go back to the convention to get that right.

Q. You sound a little skeptical . . .

A. I think you can go ahead and vote your members, and if they're in favor of something, you can go ahead and do it—and it will hold up.

Q. In a thing like union merger, how much of a part do personalities play?

A. They shouldn't enter into it—but they do, and you might as well face it. I was chairman of the last BRT-ORC&B merger committee here. I wouldn't agree to two things, and I think that stopped it. This time, I'm not chairman. We've got Lou Chester, assistant to the president, representing us—he's got more patience than I've got. But I've told him to go ahead and agree on those two things we wouldn't agree to before. The ORC&B has new people working on merger, too. And I think it can go through, if people recognize what has to be done and if they recognize we're doing this not for the sake of organizations but for the sake of the members.

Q. As you travel around and talk with your local-lodge people, how do you read the opinions on merger?

A. Our people think we should have had merger 10 or 15 or 20 years ago. I think they realize that merger has to come sooner or later—it just has to come. And our chairmen are in favor of it. They see railroads shrinking their plant and personnel rosters, and they know we've got extremely important negotiations coming up. They know we've got to strengthen ourselves.

Q. If you were to merge with a union

(Continued on page 52)

LUTHER MILLER

AS THE EDITOR SEES IT...

THE GERM OF A GOOD IDEA—"The design of future intercity highway segments," suggests ICC Chairman William H. Tucker, "should include cost-benefit analysis of feasibility of exclusive lanes for buses." Not a bad idea. It would sure make life easier for the motorist, as well as the bus driver.

But isn't one driver for every 40 passengers a pretty uneconomic ratio? Why not let a lead bus haul several other buses along this exclusive lane?

Better still—wouldn't it be cheaper to lay rails than to pour concrete? Then you could put flanged wheels on those buses.

And call it a train.

WILL THE OCTOPUS BREED OCTUPLES?—Weird as it may sound, the notion of a "train" of highway buses may not be too far-fetched. The truckers are setting the precedent, with their double-bottom rigs—i.e., two (or more) trailers barrelling along behind a single cab.

Commenting on the double-bottom phenomenon a few weeks ago, we asked, "Where will it end?"—noting that in Australia as many as six trailers had been spotted. behind one cab unit. We still don't have an answer to that question, but there is new evidence at hand suggesting that the trucking industry isn't prepared to stop until our public highways are one long, unbroken line of mostly-driverless trucks.

The latest double-bottom ad of a trailer manufacturer shows not two, not six, but eight trailers stretched out behind one tractor. There may be more; the eighth is shown disappearing around a bend in the road.

Octuple-bottoms on the concrete octopus? Don't laugh. Those who laughed at double-bottoms a few years ago—principally those automobile clubs representing individual motorists—are now frantically trying to stop state legislatures from further legalizing these monsters on public highways.

The opponents of double-bottoms have scored two notable successes in recent weeks. The North Carolina legislature defeated a double-bottom bill (though by a margin narrow enough to suggest that a new battle will be waged next year). The Alabama legislature passed such a bill—but Gov. Lurleen Wallace didn't sign it, and the bill died.

But the highway-train lobby has scored notable successes elsewhere. Well over half of the continental states now permit these combinations, and a campaign is being waged in Pennsylvania on behalf of a double-bottom bill. Victory in the Keystone State would permit coast-to-coast double-bottom operations. And eventually, triple-bottom—and only God and the ATA know what longer combinations. As pointed out here previously, triple-bottom campaigns are already being mounted in some of those states which have legalized the doubles.

WHAT ABOUT PIGGYBACK?—The big losers, wherever the double-bottoms roll in, are the autoists. But railroads have a profound and legitimate interest in this battle, too. Multiple-trailer combinations are one answer of the trucking industry to piggyback—that marvelous device which permits highway trailers to travel in trains without even having their wheels flanged.

Professor Marvin J. Barloon, of Western Reserve University, recently submitted a report to the Truck Trailer Manufacturers Association on the probable future growth of trailer and container manufacturing. He was greatly intrigued by the possibilities of trailer combinations hauled by one driver—and one of the pluses he enumerated was this: Double-bottoms will "maintain highway tax revenues by retarding piggyback growth."

That alone should be sufficient spur to every railroad man to join the battle—before it's too late.

1) Are you satisfied, in general, with the type, quantity and speed of information you get from railway car reporting systems?

	Yes	No
Type	35	11
Quantity	37	8
Speed	26	20

2) If not, what specific information would you like to get?

3) Have you any suggestions for improving the reporting systems?

4) How do you use such information as car reporting systems give you?

For answers to Questions 2, 3 and 4 see accompanying text.

How shippers view railway car reporting

Present systems useful, but should be faster, more uniform. Railways should use them to improve service and car utilization.

Shippers definitely do use, in ways too varied to be easily tabulated, the car reporting systems which many railways have installed in recent years. Railway men who have been doubtful about such use can feel well reassured by answers to this month's Poll.

On the other hand, shippers also see plenty of room for improvement in and greater use of the systems, to make them still more useful. Their ideas on those points are, again, so varied as to defy tabulation, but are outlined below.

● **Where real value lies.** On the broadest basis, however, the real value of car reporting systems may lie not so much in what they can do for shippers but in how they can help railroads themselves to provide better service and improved car utilization.

Comments to that effect come from two major, and widely separated shippers —W. L. Bush, director of land and air transportation and traffic, Weyerhaeuser Co., Tacoma, Wash., and J. F. Morse, director of transportation, Scott Paper Co., Philadelphia.

"Prompt and accurate car reporting," writes Bush, "is directly related to efficient car utilization, which in turn affects car supply, a subject of vital concern nationally. We have set up specific work assignments to cooperate with carriers on this subject, and have initiated meetings to improve our communications systems and insure compatibility with carrier progress. Ultimately, we would hope that service would standardize to the point where exception reporting would be an effective method for servicing shipper requirements for information."

Scott Paper, says Morse, uses car reports "to meet customer requested arrival dates, and, if late, provide substitute service." To do that, it wants current information — origin, destination and train symbol, but only on cars not meeting schedules. Carriers, he says, "cannot afford to furnish car location information on every shipment. The shipper cannot afford to analyze the information to take corrective action when required. The answer is exception reporting."

He adds the feeling that "some carriers have not accepted the concept that dependability of delivery in today's economy must be their primary objective, and the platform on which they regain an increasing share of intercity traffic."

● **Benefits both.** He then goes on to say that "a properly devised car control system will materially benefit the shipper, because he will know on an exception basis those cars which the carrier cannot deliver on time. Consequently, he will be able to react fast enough to prevent out-of-stock problems.

"On the other hand, the carrier will benefit because he will know where equipment is not being used efficiently, and can take corrective action, whether the problem is created by the shipper or by his own operations.

"If a national car control program were in operation today, I doubt that we would be confronted with the continuing serious equipment problems. At the same time, the carriers, through improved car utilization, could cost justify investment in new equipment, because their rate of return on investment would encourage them to do so."

● **What else shippers want.** Otherwise, the things shippers say they would like in car reporting systems may be grouped into three broad classifications:

—More uniform, and more easily understandable, reporting;

—Faster reporting; and

—Better accounting for "bad order cars."

As to the first, "a uniform language and format should be adopted to avoid confusion in interchange service follow through," in the opinion of R. A. Carr, manager, traffic services, Air Products & Chemicals, Inc., Allentown, Pa. Along the same general lines, J. Robert Morton, director of corporate transportation and traffic for Combustion Engineering, Windsor, Conn., suggests "more dependence on computer information systems that are compatible. It seems that each railroad uses a different system."

G. R. Anderson, general traffic manager, Dow Chemical Co., Midland, Mich., calls for "standardization of definition of data." And O. A. DeCroce, general manager, Central Transportation Department, Armstrong Cork Co., Lancaster, Pa., writes that "abbreviations would be acceptable—provided there is uniformity for all railroads."

"Reports on cars passing railroad yards are all right if the party checking the Teletypes is familiar with the various yards. But I think it would improve the service if carriers would give the city or town passed instead of just the yard," suggests L. F. Cannon, TM, Pennsalt Chemicals Corp., Philadelphia.

There seems also to be a fairly widespread feeling that lack of system uniformity between railroads not only makes the reports harder to interpret, but leads to what K. A. Kumm, TM

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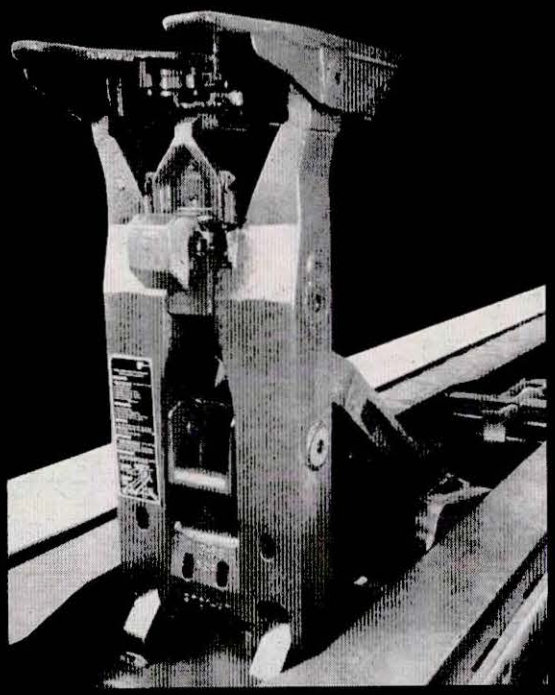

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(rates and research), 3M Co., St. Paul, calls "information gaps at interchange points." Other respondents suggest that the same factor makes it difficult for railroads to give estimated arrival times on interline shipments.

● **Speed.** Need for faster reporting is suggested by several respondents. Morton, for example, wants "current information. Where was the car 12 hours ago; not two days? What train is it in?"

"Telephone tracing is slow," says E. B. Kelsey, assistant traffic manager, Container Corp. of America, Carol Stream, Ill. Shippers, he suggests, "should have direct access via TELEX to all carriers' computers for car tracing purposes, as is now offered by the L&N and the Southern."

Shippers' long-standing complaints about inadequate information on cars delayed because of mechanical defects ("bad orders"), missing billing, or other causes, crop up repeatedly—as could be expected. A. K. Pentilla, director of traffic and transportation for Evans Products Co., Portland, Ore., calls, for example, for "automatic reporting of bad order cars being delayed more than 24 hours." T. O. Pollihan, assistant traffic manager, Standard Pipe-protection Division, St. Louis, agrees, in "recommending that carriers advise interested shippers when cars are detained by being bad ordered; also that the defect be specified, i.e., load shifted, wheels, and so on."

● **How car reports are used.** Despite all the foregoing suggestions, and the critical dissatisfaction which they may imply, the fact remains that present car reporting systems are used by shippers, and are helpful to many.

Such usage takes many forms. Most often mentioned in Poll replies are "better service to customers" and "improved scheduling of company operations." Next, and all mentioned in about the same number of answers, are tracing, expediting, control of assigned or specially equipped cars, better control of a shipper's own inventory, and analysis of route and service performance.

Many companies, of course, use car reports for a variety of purposes. For example, International Milling Co., of Minneapolis, says Transportation Service Manager Lyder Swanson, uses them "in general special equipment car control, to keep our customers informed of car location, and for scheduling our production according to availability of empty cars."

Wilson & Co., Chicago, according to its general traffic manager, J. P. Zumwalt, uses them "for tracing, historical purposes, route performance and car

(Continued on page 58)

WATCHING **WASHINGTON** WITH WALTER TAFT

TAFT

AUDITS—Railroads winning ICC approval of merger and acquisition-of-control plans must now report to the Commission on how accurate they were in estimating the prospective benefits of such transactions. Commission orders, which will require initial reports in this area, have been issued in cases involving Missouri Pacific's control of the Chicago & Eastern Illinois and Chesapeake & Ohio's control of the Chicago South Shore & South Bend.

The reports will be required in these cases because the involved transactions have been consummated. This Commission audit-of-benefits policy, now seemingly made general, was anticipated a year ago in an order in the Pennsylvania-New York Central merger case. But the first report called for by that order is due 90 days after consummation of the Penn-Central merger. Consummation is yet to come, though the merger was approved by the Commission nearly 1½ years ago—on April 6, 1966.

JURISDICTION RESERVED—Basis for the audit orders is the Commission's reservation of jurisdiction in all merger and acquisition-of-control cases to supplement approval orders with such further orders "as may be necessary and appropriate." So, the Mopac-C&EI and C&O-South Shore orders, like the PRR-NYC order of a year ago, rely on that reservation.

Each of them goes on to announce a Commission determination that the public interest requires it to be kept currently informed of the progress being made toward achieving the putative benefits of the approved merger or acquisition. The Performance and Status Reports, as the Commission's orders call them, are to be filled annually with the Commission's Bureau of Accounts for a period of five years. The first report may cover less than a year, being due if the period between the date of consummation and the end of that calendar year equals or exceeds six months.

MOPAC-C&EI—Information in 13 categories is called for in the order directing Mopac to report on its acquisition of C&EI. They include those relating to establishment of through freight services to and from Chicago; direct interchange of cars at St. Louis; pooling of cars and locomotives; use on C&EI lines of Mopac's maintenance and repair equipment; economies in overhead, transportation and maintenance costs; revenue increases realized from operating changes; arrangements for extension of credit by Mopac to C&EI; time savings resulting from direct-line services; increases or decreases in traffic over new direct-line routes; divisions of interline revenue before and after control; rate cuts where single-line service has been substituted for interline service; increases or decreases in car shortages and in service routes; and the net effect on income of all actions taken under the control program.

Also, this order said the required reports "shall describe any unforeseen problems or developments that are impeding the progress of the control to a consequential extent, or which are causing a substantial dilution of the economies and efficiencies anticipated." Similar omnibus provisions are in the unimplemented PRR-NYC order of a year ago and in the C&O-South Shore order.

C&O-SOUTH SHORE—In the latter, the Commission requires C&O to supply information in nine categories. Many of them are the same as those of the Mopac-C&EI order, but the South Shore order's first category reflects the Commission's concern about that road's commutation service. The C&O is called upon to "designate and identify continuation and strengthening of commuter service to and from Chicago and extent of financial assistance to South Shore." The order also requires the C&O reports to record increases or decreases in the average daily number of South Shore passengers.

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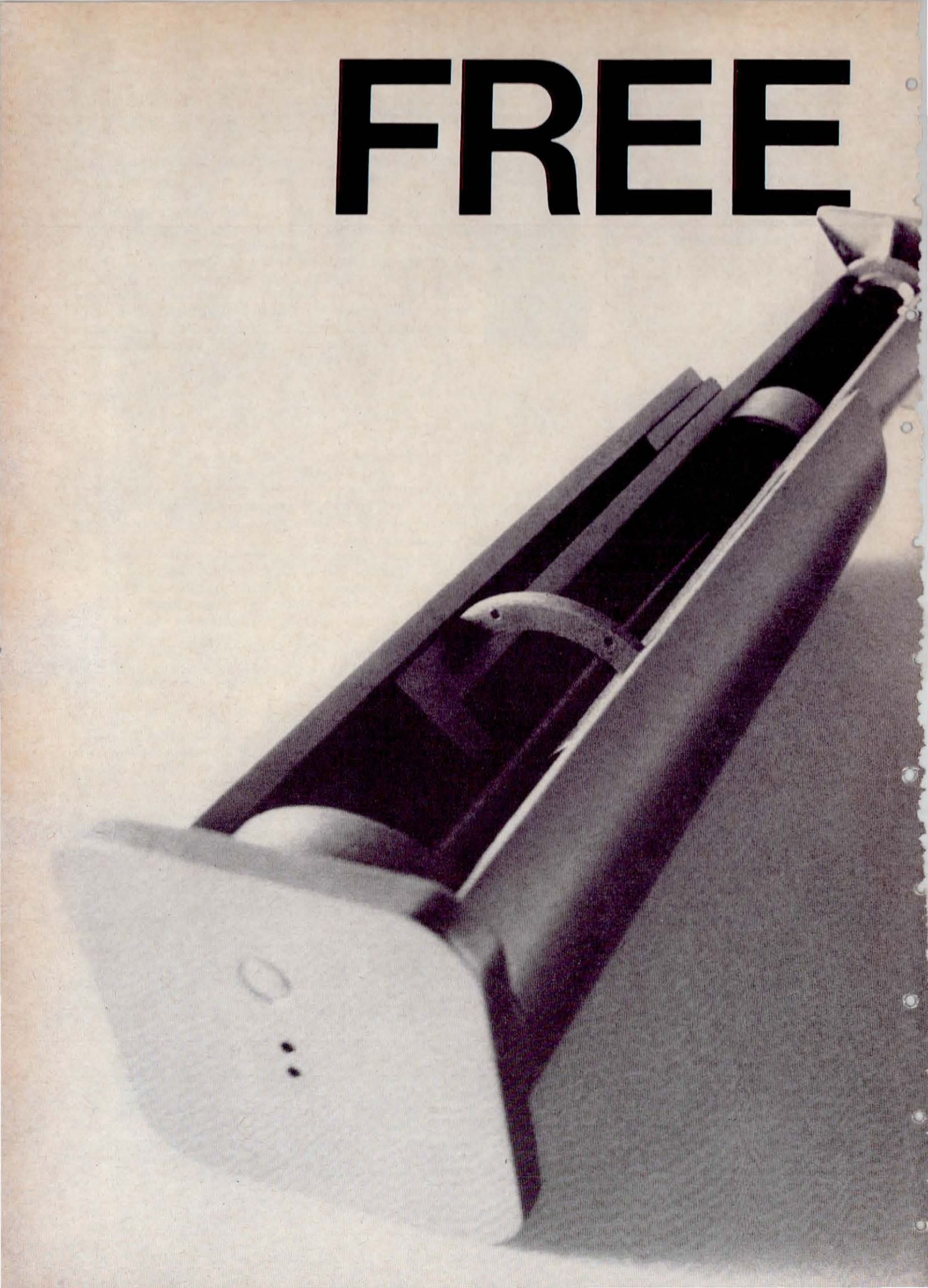

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PEOPLE IN THE NEWS

CHESAPEAKE & OHIO—BALTIMORE & OHIO.—William C. Noble appointed administrative assistant to vice president, trailer service department, Baltimore. Mr. Noble was formerly director of sales, TOFC service, **Reading** and **Reading Transportation Co.**, Philadelphia.

Robert F. Bunting appointed manager of stone, clay and glass industry, Baltimore, succeeding **John F. Dunseth, Jr.**, who has resigned to become director of industry marketing, **Burlington** (RA, Sept. 4, p. 31).

E. H. Rice, terminal trainmaster, C&O, Russell, Ky., promoted to assistant superintendent there, succeeding **C. F. Powell. A. P. Bennett** appointed assistant terminal trainmaster, Russell, succeeding **E. Burton,** who replaces Mr. Rice. **J. O. Riddle,** supervisor locomotive operation, C&O-B&O, appointed trainmaster, C&O, Columbus, Ohio, succeeding **C. E. Chesher,** retired. **H. L. Adkins** appointed terminal trainmaster, Huntington, W. Va., succeeding **H. E. Wetherholt,** retired. **J. E. Snead** succeeds Mr. Adkins as assistant trainmaster, Huntington. **R. N. Taylor, II,** named assistant trainmaster, Handley, W. Va., succeeding Mr. Snead.

H. P. Thompson named supervisor safety and fire prevention, Newport News, Va., succeeding **W. E. Rounsavell.**

J. C. Baumiller appointed general foreman, Philadelphia (East Side), Pa., succeeding the late **A. L. Kerr.**

CHICAGO & NORTH WESTERN.—J. M. Ronayne named assistant superintendent-transportation, Chicago. **Frank M. Jenko** appointed manager-budgets, Chicago. **W. A. Zimmerman** named assistant vice president-systems design and installation, and **F. L. Lebreux,** director-computer operations.

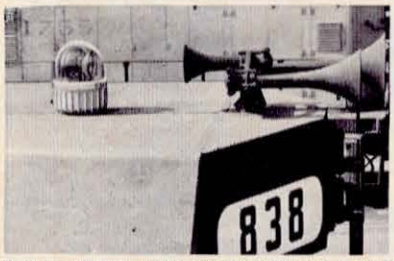
GRAND TRUNK WESTERN.—Joseph G. Dooley named to the newly created post of transportation planning officer, with headquarters at Detroit. He was trainmaster-road foreman, Great Lakes Region, **Canadian National,** Barrie, Ont.

ILLINOIS CENTRAL.—Edward L. Koven named labor relations staff officer, Chicago.

Thomas D. Wofford, Jr., assistant to the chief engineer, Chicago, appointed director of industrial engineering. **James E. Sorrels** named manager of industrial development-Mississippi, with headquarters at Jackson, Miss. Mr. Sorrels was formerly manager of industrial development, **Mississippi Agricultural & Industrial Board.**

KANSAS CITY SOUTHERN.—Eskel O. Walters, assistant to the vice president and general manager, and vice president and general manager of **Kansas City Southern Transport Co., Landa Motor Lines,** and **Louisiana, Arkansas & Texas Transportation Co.,** retired July 31 after 49 years' service. **Thomas A. Martin,** assistant vice president and general manager of the transport companies, succeeds Mr. Walters as general manager of the transport companies, at Shreveport, La.

J. L. Deveney, superintendent of terminals-agent, Port Arthur, Tex., with jurisdiction over Port Arthur and Beaumont Terminals,



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appointed superintendent, New Orleans subdivision, Baton Rouge, La. **L. R. Gardner** replaces Mr. Deveney.

KANSAS CITY TERMINAL.—Carl E. Ross appointed chief engineer, to succeed **T. W. Avery**, retired.

MILWAUKEE.—Robert A. Schneiberg, passenger sales representative, Milwaukee, named district manager of passenger sales, succeeding **Cleo C. Burns**, retired.

Robert D. Argue, industrial engineer, Seattle, promoted to assistant western director of real estate and industrial development.

MISSOURI PACIFIC-TEXAS & PACIFIC.—James A. Fyfe, freight traffic manager, St. Louis, and **George E. Alter**, general freight agent, St. Louis, retired Sept. 1 after 48 and 47 years of service, respectively.

Mark L. Craig, manager, special equipment-automotive, retired Aug. 31.

RICHMOND, FREDERICKSBURG & POTOMAC.—David S. Antrobius, attorney, Law Department, appointed general attorney, Richmond, Va.

TOLEDO, PEORIA & WESTERN.—Richard M. Cawley, Jr., appointed sales manager, Pittsburgh, Pa., succeeding **George E. Messing**, retired.

INDUSTRIAL TRAFFIC

G. Fredric Stunkard has been appointed traffic manager, Manufacturing Department, Tank Car Division, **Union Tank Car Co.**, Chicago.

Miss Jean Gerhard, assistant to passenger traffic manager, **American Tobacco Co.**, New York, has been appointed assistant passenger traffic manager.

Mrs. Margaret Brittan has been appointed traffic manager, **M. N. Landau Stores, Inc.** Mrs. Landau has had traffic experience with the **Piedmont & Northern** and the **New Haven.**

Bob L. Pearson, general traffic manager, **International Milling**, Minneapolis, has been appointed general transportation manager, succeeding **Flagler F. Flinchbaugh**, retired.

William A. Jerndt has been named assistant general traffic manager of **Inland Steel Co.**, Chicago. Mr. Jerndt has been succeeded as superintendent, traffic department, Indiana Harbor Works, East Chicago, Ind., by **Richard D. Besser**, formerly staff assistant, general office traffic department.

John L. Aram has been appointed to the new position of vice president—transportation and material, **Weyerhaeuser Co.**, Tacoma, Wash. Mr. Aram has been a corporate vice president since July 1957.

Robert E. Wilson has been appointed manager, transportation and service, **Stauffer Chemical Co.**, New York.

Harvey J. Fisher, western traffic manager, **Boise Cascade**, Portland, Ore., has been named manager transportation planning and development, Boise, Idaho. **David W. Berg**, eastern traffic manager, Minneapolis, appointed corporate traffic manager, Portland. **Jim Thompson, Jerry Bundy**, and **Bill Jones** named assistant traffic managers. **Ed Tauge**, manager—traffic analysis, Minneapolis, appointed assistant traffic manager, Chicago.

John Byrne has been appointed manager, Transportation Division, **Montreal Locomotive Works.** He recently returned from a two-year assignment in India.

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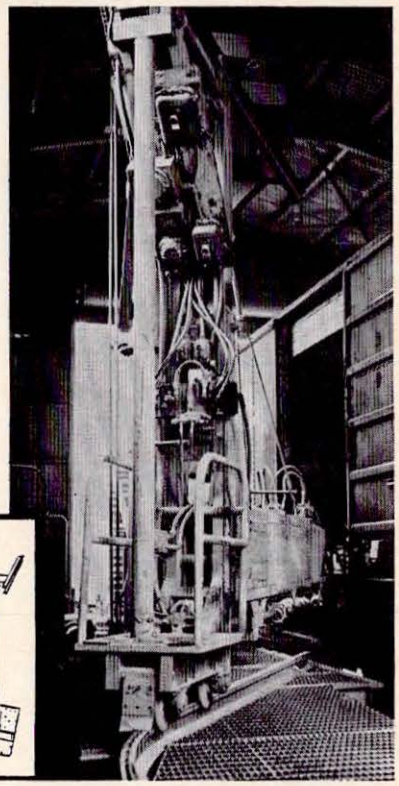
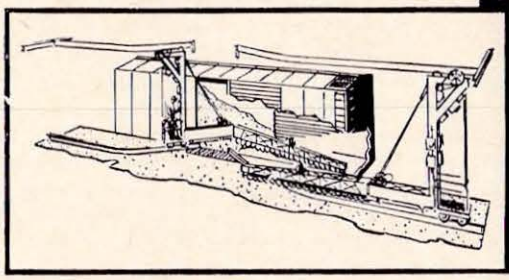


Units operate between monorails; works and unloads all standard boxcars. Hydraulic operated boom can be raised or lowered to any working level—easily reaches every corner of car. Mounted headlight provides illumination.



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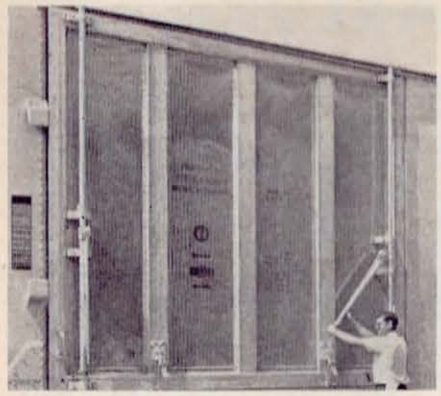

Box-Car Doors (RA-1)

Steel, aluminum, or reinforced plastic can be used in the construction of the P-S plug, sliding, or combination plug-sliding box-car doors which can be had in sizes up to 14 x 14 ft per single door. Strength is built into the lightweight panels through 1¼-in.-deep corrugations. Door hardware is forged steel. Starter lever is accessible from track or platform level. Should door be left in partly open position after unloading, an automatic lock engages firmly when door rolls to a full, open position after car is impacted.

The plug-type door is also riveted. A 180-deg turn of the latch handle of the door lever lock frees operating levers and disengages bottom door lock. Handle operates from track or platform level.

The cam-operated plug door has the same mechanical features as the lever-operated plug door. It can be opened from either inside or outside the car.

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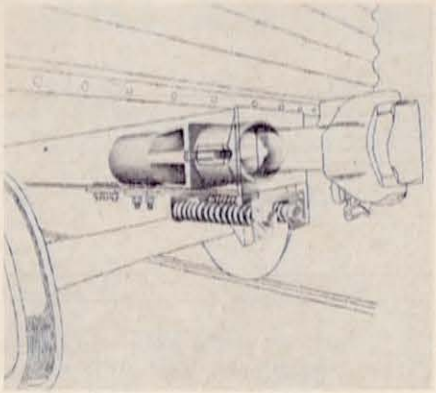
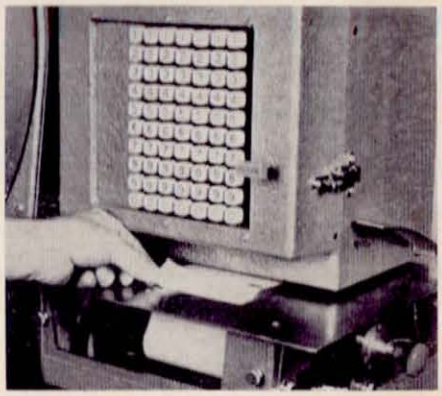


Cushioning Device (RA-2)

The Type SP-E hydraulic end-of-car cushioning unit with 7 in. of travel is sized for AAR standard 24 5/8-in. draft-gear-pockets on new or existing cars. It meets shock and stress forces encountered in over 97% of all impacts and, in test, has attained a speed of 9.25 mph at 500,000-lb coupler force. Use requires addition of a new carrier plate; reinforcement of key slots; modification of front draft-gear stops; installation of spring-restoring device; and a Type E-67 25-in. shank coupler. *FreightMaster.*



Label Accessory (RA-3)

The Pressure Sensitive Label Accessory can be used in conjunction with the Printomatic II weight recorder for recording weight and other data on an adhesive-backed label. Its use virtually eliminates human error in transferring weight data from scale to container or material being weighed. After the printing cycle, label can be removed from backing for attachment to container or material being weighed. Standard unimprinted label is 3 in. long by 5 in. wide. *Fairbanks Morse Weighing Systems Division.*

Rail Handler (RA-4)

Continuous lengths of butt welded rail can be handled during the welding process by the Rail Pusher-Puller, which is designed to load rail onto flat cars for delivery to laying sites. The unit can be controlled automatically or remotely and speeds pre-set between 100 and 200 fpm. A variable speed control is also available. The machine, weighing approximately 50,000 lb, can handle rail sizes from 80 to 155 lb and as long as 1/2 mile. *Midstate Machinery Co.*

Fiberglass Panels (RA-5)

Glasbord is available in long lengths for lining refrigerated piggyback trailers, freight cars and containers from floor to ceiling with only one longitudinal seam on each wall. The polyester resin panel, reinforced with continuous strand fiberglass mat, is specially embossed on one side to provide abrasion resistance. It comes in 3/32-in., 1/8-in., and 3/16-in. thicknesses and in lengths of 96, 120, 240 and 480 in. It is 48 in. wide. *Kemlite Corp.*

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9/25/67

Luna: "The time for merger is now"

(Continued from page 39)

like the TCEU, what kind of a structure would you set up?

A. We'd have what we have with our bus division—a separate division with a vice president in charge of it. You'd have to do this, because we wouldn't know their contracts and none of our officers would be able to work in their area anywhere near as well as their own officers can.

Q. And I assume you'd make affiliation attractive to the other union's full-time officers and employees—better salaries and benefits, full attrition if jobs became unnecessary and so forth?

A. That's correct.

Q. How about merger as a means of cutting down on jurisdictional fighting?

A. Well, I think it would have that effect among the operating unions, I don't really think we'll be having too many of these disputes. But among the non-ops, I look for more.

Q. There does seem to have been a more peaceful relationship among the ops lately . . .

A. I don't know what you mean by "peaceful." The Switchmen filed on us on the Milwaukee, and then when the National Mediation Board set an election, they said they didn't have an officer available. They have since withdrawn. They filed against us on the Erie Lackawanna, and I don't know when that will be coming up. I just hope that we can take the money we're spending on these elections—and they cost a lot of money—and channel it into something that will be helpful to the membership.

Q. Looking off into the future, what form do you think rail labor organization will take?

A. I'd say that when you get through with merger, you'll have three unions, maybe four at the most. I think this will eventually come about.

Q. What would the breakdown be?

A. The ops should be in one union. If someone were able to get a solid handle on the non-ops, maybe it would be possible to put them under one union, too. You've really got three kinds of unions. Some have gone out into other fields, and they can survive. Some are strictly railroad, and they can't very well move out. And some are basically non-railroad, and the railroad people are their smallest branch. That group would include the shopcrafts, most of them.

Q. With the type of organization the shopcrafts have, you think there may always be a shopcraft group . . .

A. Yes, although the time might come when the international union itself gets

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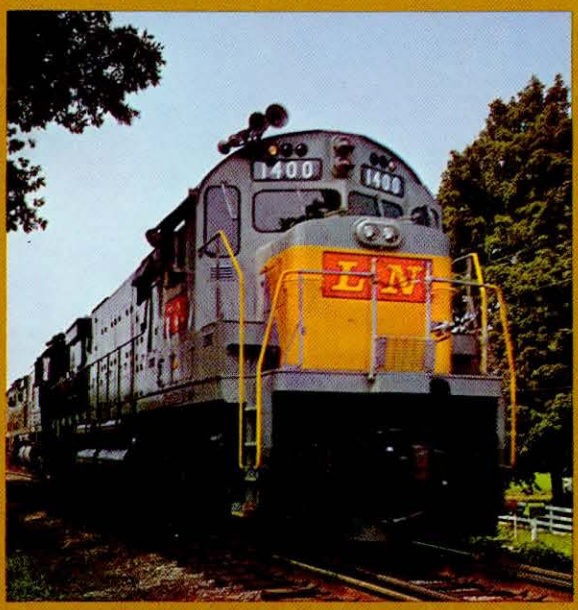

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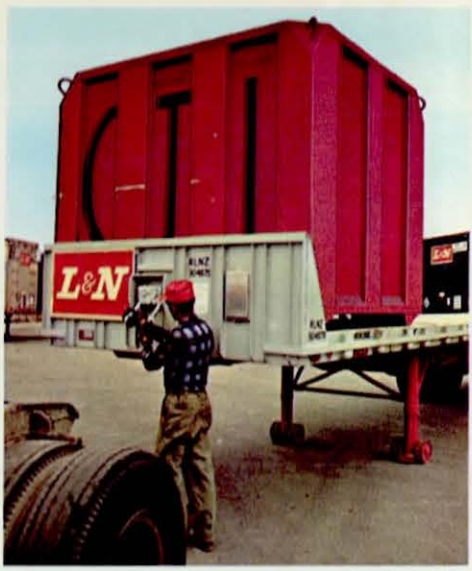

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LOREN D. OLSEN, GENERAL TRAFFIC MANAGER
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Loren Olsen

Luna: "The time for merger is now"

(Continued from page 39)

like the TCEU, what kind of a structure would you set up?

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Q. With the type of organization the shopcrafts have, you think there may always be a shopcraft group . . .

A. Yes, although the time might come when the international union itself gets

tired of having the tail wag the dog. For instance, the parent union might get tired of having to subsidize a railroad division, if its membership kept getting smaller and smaller.

Q. So we're back to economic justification for merger . . .

A. Sure, we are. I'll give you an example. We had a case not long ago where we represented the members of one crew working at a paper mill down South. The Teamsters represented everybody, except for those five men. They asked me if I'd mind if they went into the Teamsters. And I said, "go ahead, if that's what you want." Any small railroad like that is going to be a drain on your treasury. They don't have any full-time union officers, and every time they have a problem you've got to send an officer in. Then, we had another case in the South, where a steel railroad took over a small property. We represented the engine foremen on the bigger road and the Steelworkers the helpers. Nobody seemed to be able to decide on what should happen with the small road's people. So we talked it over with the Steelworkers and we agreed to hold an election and let one union have them all, whichever one they chose. We won it, by the way.

And if you want to talk about representation elections generally—you look at the record. You find a lot of elections where two unions will spend a lot of money, and when they count the votes, nothing's changed. You find a lot of elections where the contract does change hands—but then you look at the number of people involved, and it's ridiculous. You can never make up what it's cost you. My theory is just this: We'd better quit fighting one another and start using that energy to try to represent the people we have, to the best of our ability.

Q. It would seem that the BRT and the Brotherhood of Railway Clerks could be the bases for merger. You're big, you've got money and you're diversified. . . .

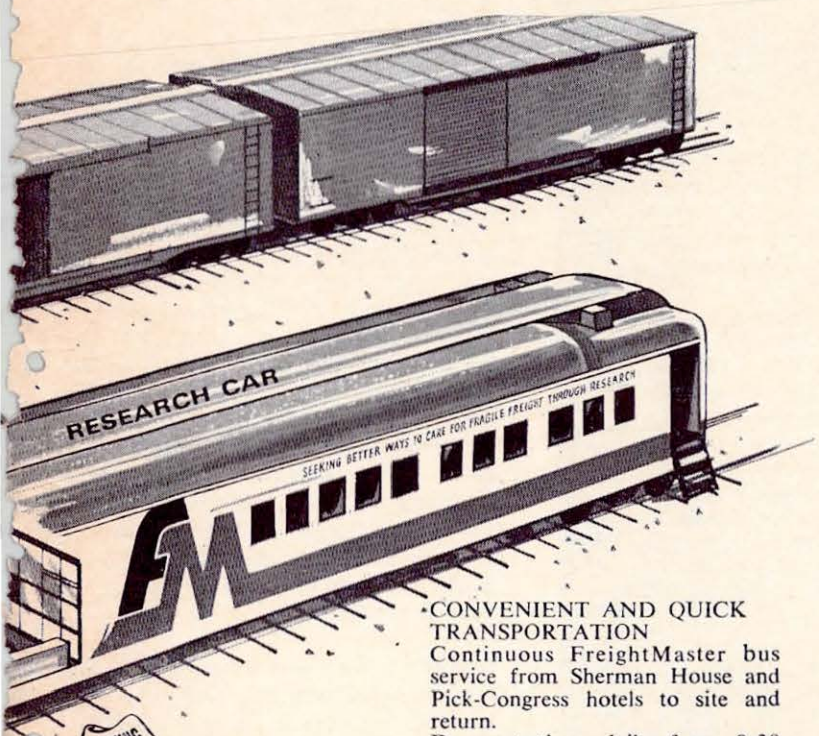
A. Last New Year's Day, I watched three football games on television. I didn't have any interest at all in any of them. But the announcer would say "so-and-so is favored by 13 points," and I'd start pulling for the underdog. I guess that's human nature—and the same thing applies to us. You've got 10 little unions and one big one—and you've got 10 little ones pulling against the big one.

Q. If this is true, then how can a merger movement get started in some reasonable fashion?

A. I think the whole key is in the way you treat the first union you merge with. In other words, if you keep your word—give them what they're entitled to, take care of their people as you agreed to, and don't take advantage of them—I think you'll be able to get other people to join you later on.

Q. You need some kind of "pilot project," then. . . .

A. Yes, we do. We've got to be able



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to prove that we mean what we say—that we're trying to merge and have a workable unification, and that we're not just trying to take a union over or absorb it. You have to get one merger through, and then let the other unions look at it, see how it works, see what it's been able to do. If it hasn't hurt the merging union, if you've given them the autonomy you said you would, if you've been fair with their people, if you're honestly trying to make them a part of a new union, then I think other unions will recognize this and you'll have more mergers.

Q. How about this matter of autonomy? For instance, in a merger with a union like the ORC&B, how would bargaining be handled?

A. In our constitution now, each craft has its own rights. There are a number of roads now where we hold the contract for conductors and for brakemen and for yardmen. But on these railroads, if there's a question involving conductors, nobody votes on it but the conductors. The same goes for questions involving the brakemen or the yardmen. There won't be any problem, in a merger, of doing things this way. The savings will be where we can consolidate, local lodges and divisions, for instance. Just as another example, if we have a mediation case on a railroad now, we'll go in and we'll sit and talk for days—and you'll have a general chairman and a vice president from every one of the organizations. After a merger, you wouldn't have to have that much manpower sitting around and talking and running up costs.

Q. All this emphasis on cost, though, has to be something of the greatest concern to the small union, not BRT.

A. I think so. We're solid. Right now, we're working on investment arrangements that would let us absorb a pretty big drop in membership—if the railroads kept cutting back—without our having to raise dues or cut back on our services. But the little union just doesn't have the money available to do a thing like that, and so the little union will be hurting. Either the dues go up or the services go down.

Q. I take it, though, you're not really expecting to take a drop in membership. . . .

A. We are not.

Q. How about the BRT and the airline industry? There have been indications that you're interested in branching out. . . .

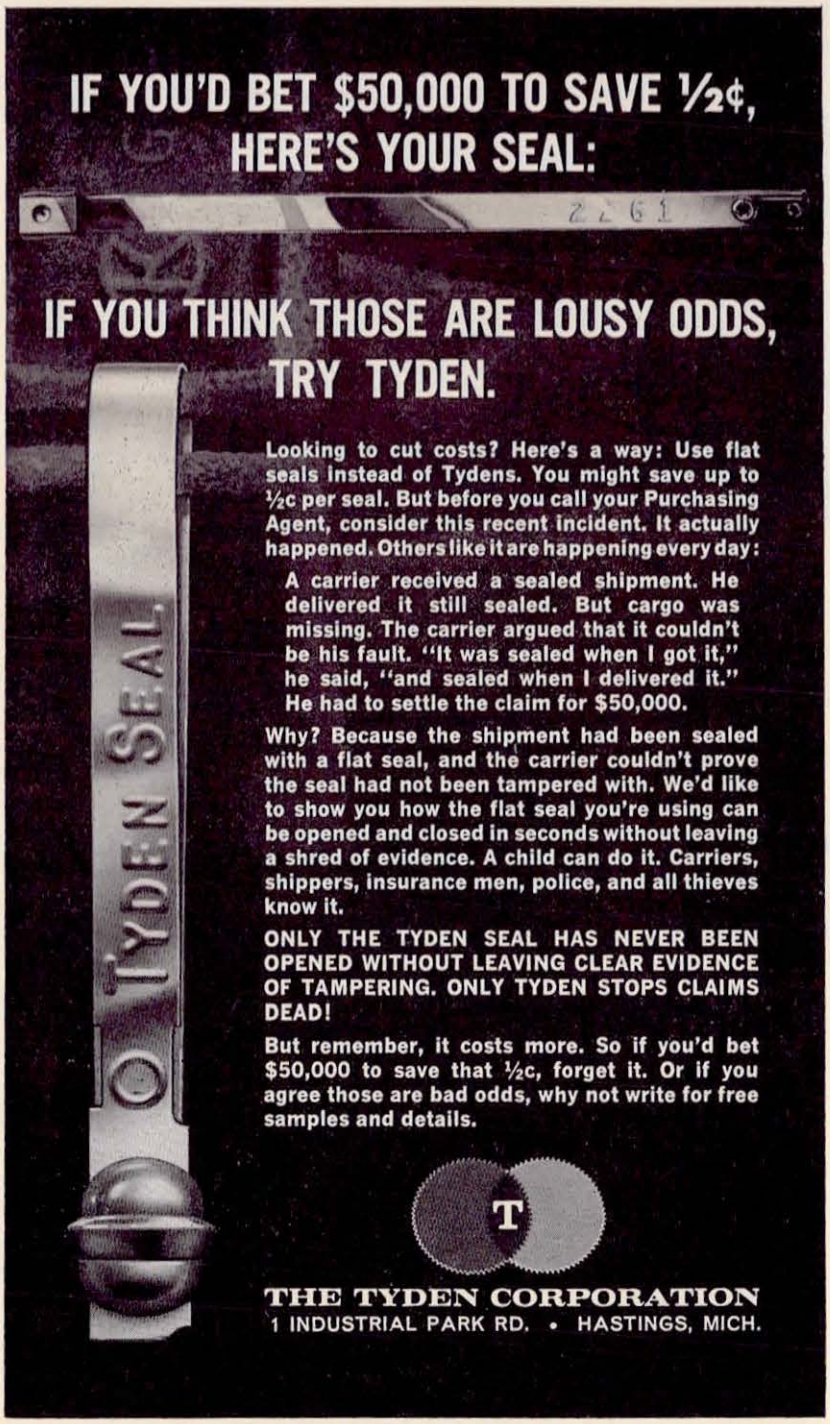
A. We're interested, but anything here is just at the starting point. The airlines have some small unions, splinter unions, unions that have pulled out of what I'd call "mother unions." There are a few that seem to be floating around, wanting a home. And if there's anyone that can handle their business, it would be the BRT. Take just one big thing—the law. Both the railroads and the airlines operate under the Railway Labor Act. We know that a railroad union is better equipped to work with the law than any outside union could be. If there's anything in that law we haven't touched in the past 10 years, I can't think of what it would be.

O. Let's wrap it up: Assuming you run for re-election and win next year, you have about five years before retirement. What do you want to see happen in those five years, so far as the BRT is concerned?

A. I'd like to see some of these mergers actually consummated. I'd like to see a union that represents railroad people and other transportation people, a union with 300,000 to 400,000 members.

Q. Close to double what the BRT has now?

A. That's right. Close to double what we have now. ■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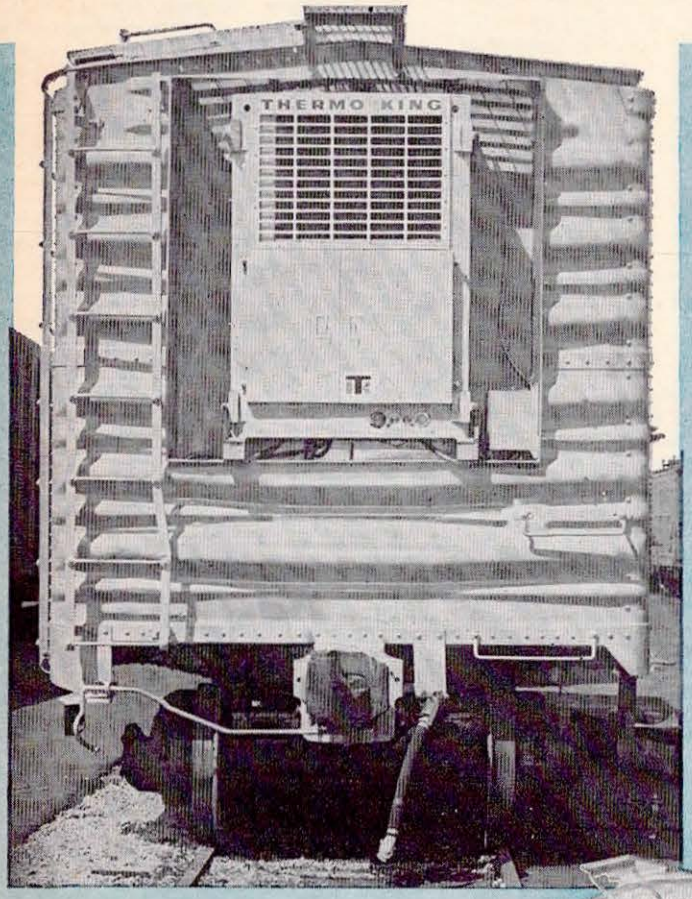

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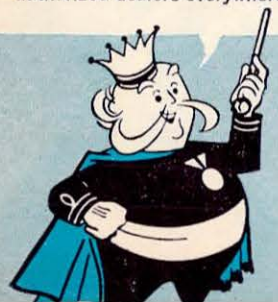

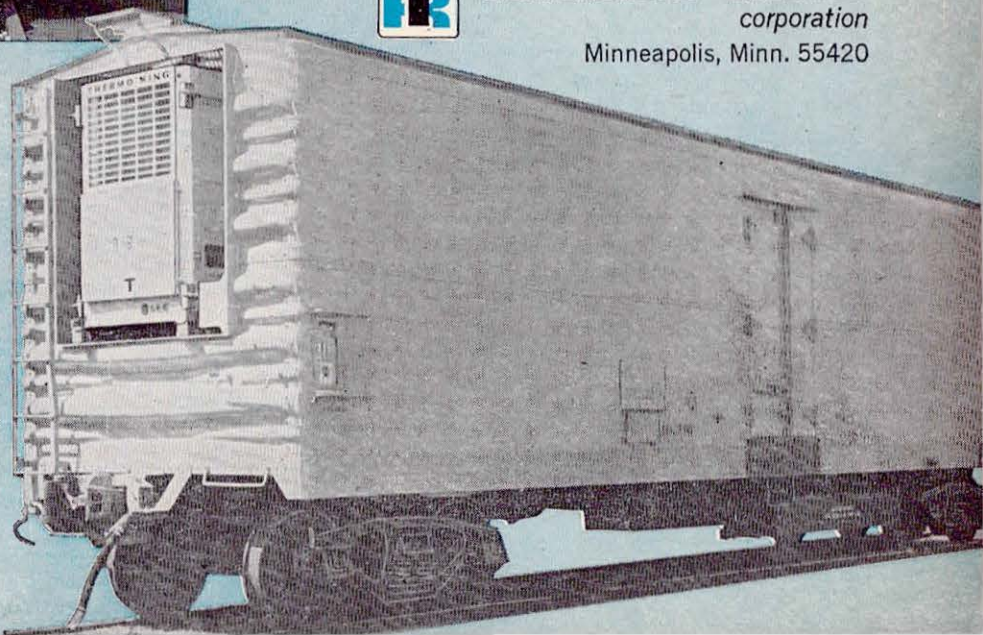

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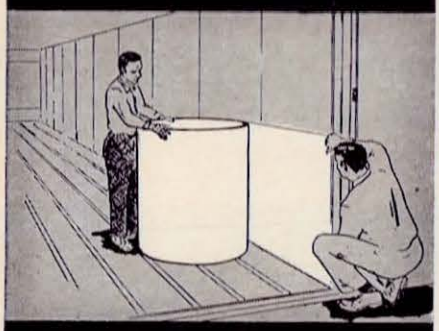

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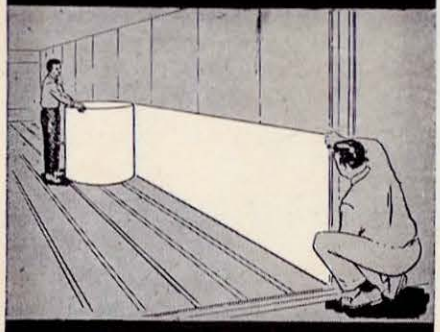

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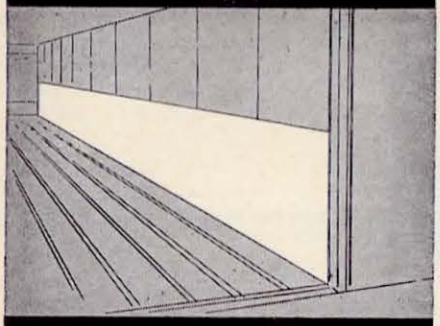

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SUPPLY TRADE

Elwyn T. Ahnquist has been appointed vice president, marketing, **Pullman-Standard Division** of **Pullman Incorporated**. Mr. Ahnquist, who was formerly vice president, field sales and administration, succeeds **John W. Bergen**, appointed vice president and general manager, Railway Car Division, **Evans Products Co.**, Chicago.

Donald L. Caperton has been appointed manager, customer services, **Apex Railway Products Co.** He succeeds **Roy E. Love**, manager, manufacturing and engineering, who retired July 1 after more than 25 years' service.

Carl O. Bieser has joined **Ortner Freight Car Co.** as corporate development manager, Cincinnati. He was formerly with the Formica Corp.

Bob N. Westcot has been named representative for **Nelson Equipment Co.** in the distribution of the FWD Wagner "piggy packer," a lift on and off device recently developed for use by the piggyback industry. Mr. Westcot will have headquarters in Winnetka, Ill.

Robert J. Doyle, district manager at Chicago, Primary Battery Division, **Thomas A. Edison Industries** of **McGraw-Edison Co.**, has been promoted to manager of sales engineering, Bloomfield, N.J.

M. W. Westland has been named marketing manager for electrical and mechanical products, Carbon Products Division, **Union Carbide Corp.**, New York, succeeding **J. E. LeMay**, appointed chemical products marketing manager.

Elwyn T. Ahnquist
P-S

John W. Bergen
Evans

The **Barco Division, Aeroquip Corp.**, has been appointed exclusive distributor of the Summit line of electronic products for railroad uses. The appointment was announced jointly by **J. O. Heyworth**, vice president and general manager of Barco, and **Donald Holdt**, president of Cambridge Scientific Industries, producers of the Summit products.

M. T. Schafer, proposal engineer, mass transit equipment marketing, **Westinghouse Air Brake Division, WABCO**, appointed service engineer, Eastern District, New York. **L. H. Bednar**, proposal engineer, railroad equipment marketing, appointed service engineer, Southeastern District, Washington, D.C. **C. K. Brown**, proposal engineer, railroad equipment marketing, appointed service engineer, Western District, Chicago.

Elwyn A. Hall, representative, San Francisco office, appointed manager, customer service, San Leandro, Calif. plant.

Thomas R. Gerosky, manager of sales, **McConway & Torley Corp.**, Pittsburgh, elected vice president—sales.

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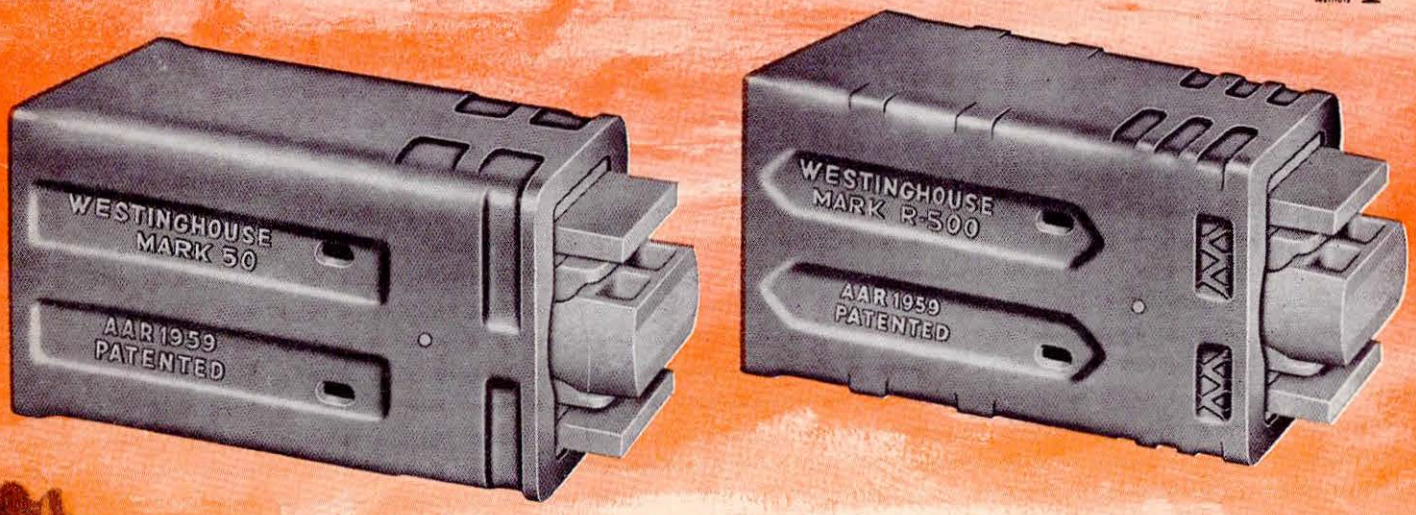

Shippers assess car reporting

(Continued from page 43)

distribution." To the Krause Milling Co., of Milwaukee, they are useful "for maintaining our equipment fleet, production scheduling and meeting required delivery dates," writes Richard Frampe, supervisor of freight rates and service.

As already stated, however, customer service and production scheduling draw the greatest number of specific mentions as uses of car reports.

To cite only a few examples, W. E. Maley, director of distribution, U. S. Borax & Chemical Co., Los Angeles, says his company uses them in marketing, "by diverting cars to fill rush orders, or for giving customers faster service." American Sugar Co., New York, "passes information on to customers if cars are not going to arrive when requested," says R. J. Rebbel, manager, Rail Service Center. Hershey Chocolate Corp., writes W. L. Wyld, also traces shipments for customers for arrival dates.

Car reporting, says E. M. Burk, traffic manager, Wyatt Industries, Houston, "enables us to plan ahead on plant production, when we can know when to expect certain shipments." George Perten, TM, Virginia Dare Extract Co., Brooklyn, N. Y., uses reports to "advise the production department as to the estimated time of arrival of a car, thus enabling them to schedule operations accordingly." Pentilla uses the reports to plan personnel requirements at destination.

They "enable us to order cars spotted according to our needs if some material has priority," writes E. A. Fero, TM, Behr-Manning division of Norton Co., Troy, N. Y. And Morton says his company uses them in scheduling its erection jobs, and in its own unloading, "to promptly return equipment for railroad usage." C. M. Dunn, Jr., manager of Peden Iron & Steel Co.'s Traffic Department (Houston), passes on car report information "to purchasing and operations to arrange for space and shipment."

Inventory control—closely related as it is to customer service and production—is mentioned by, among other respondents, M. T. Farlow, senior traffic supervisor, R. J. Reynolds Tobacco Co., Winston-Salem, N. C. Reports, he writes, "permit more efficient warehouse stock utilization." And he adds that "often, knowing where a car is, curtails use of 'premium' transport."

Other men who make special use of car reports for inventory control purposes are L. H. Martin, GTM, Gould National Batteries, and M. F. Tamisiea, GTM, Theo. Hamm Brewing Co.—both of St. Paul.

Cannon says the reports, which he normally receives "every morning," permit "tight control" over all his company's 822 leased or assigned cars.

Falstaff Brewing Co., St. Louis, F. C. Becht, GTM, uses information developed by reporting systems "principally to determine service via various routes, points of delay and potential improvement." Armstrong Cork Co. uses them for the same purpose, "but more importantly for tracing, expediting and locating assigned cars," says DeCroce.

Use of the reports for the latter purposes is emphasized by Charlotte Trifon, tracing clerk for Sterling Drug, New York: "Our company uses this information to keep our shipments running smoothly. If a snag is hit, we are right with the shipment through the tracings. We also determine transit time this way, and when to ship. Through these reporting systems, we can also expedite 'hot' shipments." ■

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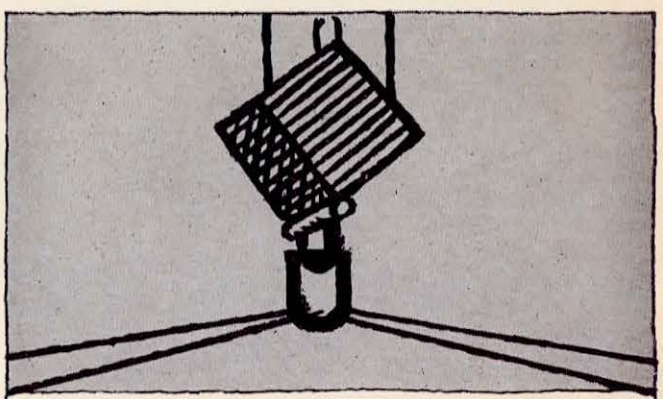

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MARKET OUTLOOK

Carloadings

Loadings of revenue freight in the week ended Sept. 16 totaled 565,730 cars, the Association of American Railroads announced on Sept. 21. This was an increase of 78,535 cars, or 16.1%, compared with the previous week; a decrease of 50,582 cars, or 8.2%, compared with the corresponding week last year; and a decrease of 17,244 cars, or 3.0%, compared with the equivalent 1965 week. Ton-miles generated by carloadings in the week ended Sept. 16, are estimated at 14.4 billion, a decrease of 4.8% below the corresponding week of 1966, and 3.6% above the 1965 week.

REVENUE FREIGHT CARLOADINGS
For the week ended Saturday, Sept. 16

District	1967	1966	1965
Eastern, including Allegheny and Pocahontas ..	219,754	248,584	228,443
Southern	118,688	114,061	113,787
Total Eastern and Southern Districts	338,442	362,645	342,230
Northwestern .	82,330	94,647	86,946
Central Western	106,873	118,868	114,786
Southwestern .	38,085	40,152	39,012
Total Western Districts	227,288	253,667	240,744
Total All Roads	565,730	616,312	582,974
Commodities:			
Grain and Grain Products	43,801	53,648	50,418
Livestock	2,314	3,554	3,234
Coal	111,550	117,861	112,356
Coke	6,853	8,523	8,060
Forest Products	41,709	39,342	39,901
Ore	42,837	61,381	46,891
Merchandise l.c.l.	4,162	6,610	8,390
Miscellaneous .	312,504	325,393	313,724
Sept. 16	565,730	616,312	582,974
Sept. 9	487,195	530,714	511,654
Sept. 2	571,472	613,968	593,390
Aug. 26	551,371	601,864	585,708
Aug. 19	568,624	593,333	590,119
Cumulative total, 37 weeks ...	19,807,777	20,915,685	20,645,181
Estimated revenue ton-miles (billions) 37 weeks	509.1	522.1	480.0

PIGGYBACK CARLOADINGS.—U. S. piggyback loadings for the week ended Sept. 9 totaled 21,241 cars, carrying 35,052, trailers, compared with 20,702 cars, carrying 34,591 trailers, in the corresponding 1966 week. Loadings for 1967 up to Sept. 9 totaled 813,357 cars, carrying 1,336,-334 trailers, compared with 787,879 cars, carrying 1,297,934 trailers, in the corresponding period of 1966.

IN CANADA—Carloadings for the ten-day period ended Aug. 31 totaled 118,002 cars, compared with 73,562 for the previous seven-day period, according to the Dominion Bureau of Statistics.

	Revenue Cars Loaded	Total Cars Rec'd from Connections
Totals for Canada		
Aug. 31, 1967.....	118,002	31,898
Aug. 31, 1966.....	80,549	25,005
Cumulative Totals		
Aug. 31, 1967.....	2,545,358	834,178
Aug. 31, 1966.....	2,667,000	846,131

FREIGHT TRAIN CARS

► *Frisco.*—Ordered 250 50-ft, 70-ton box cars with cushion underframes from ACF at a cost of approximately $4 million. The cars will have 10-ft plug doors and 50,000-lb flooring.

CAPITAL EXPENDITURES

► *Estimate for '68: $1.4 billion.*—Railroad capital expenditures in 1968 will drop 9% below the 1967 level, according to a survey released last week by Rinfret-Boston Associates, a firm of economic consultants headed by Dr. Pierre Rinfret. If this estimate proves to be accurate, rail capital outlays will be in the neighborhood of $1.4 billion in 1968, compared with the $1.57 billion presently estimated for 1967. While substantially below the record $1.9 billion spent in 1966, outlays of $1.4 billion would still be the fourth highest in the last 10 years.

SPECIAL

► *Port Authority of Allegheny County (Pa.)*—Rapid transit proposals for Pittsburgh are beginning to jell—and Westinghouse Electric's Skybus system will probably figure prominently in them. The Rapid Transit Committee of the Port Authority of Allegheny County recommended to its board that a full-scale revenue operation be inaugurated, as a further demonstration of the capabilities of the Skybus concept. About $60 million would be required to fianance construction of a line from South Hills to downtown Pittsburgh, as is presently envisioned. The board will act on the recommendation Sept. 28.

NEW FACILITIES

► *Lehigh Valley.*—Has completed a new communications network linking all offices on railroad property covering 27 cities and towns in Pennsylvania, New York and New Jersey. The system provides direct dialing among more than 500 telephones. The road also installed a 100-word-per-minute data transmission and information retrieval system, employing a computer in the transmission of messages on a 24-hour basis between all Lehigh Valley yard and traffic locations. The new communications facilities were designed and installed by the Bell System and the railroad's communications department.

► *Olin Mathieson.*—Is constructing a 20,000-ton ammonia storage terminal in Omaha, Neb. at a total cost of more than $2 million to receive rail and barge shipments of ammonia from Lake Charles, La. The new terminal will supply farmers in the north-central states with high nitrogen content fertilizer for direct application.

FOREIGN

► *Senegal.*—Bids for 100 freight cars, to be financed by the International Bank for Reconstruction and Development (IDA), must be submitted by Nov. 15. Tender is No. 10041. Specifications (in French) and drawings may be reviewed in Room 4314, Transportation Equipment Division, BDSA-596, U.S. Department of Commerce, Washington, D.C. 20230

YOU OUGHT TO KNOW

Railroad employment dropped in August: Class I railroads had 619,582 employees on their payrolls in mid-August. That was a decrease of 0.63% below the mid-July figure, and 3.67% below mid-August 1966, according to the ICC's Bureau of Accounts. The drop from the year-earlier figure reflected declines in all employee groups except that embracing executives, officials and staff assistants, which was up 2.45%.

Tower for Grand Central Station: A 45-story office building—to be built atop New York's Grand Central Station—is planned by New York Central. The structure would have some two million square feet of floor space and would be erected over the station's waiting room just behind the 10-story facade on 42nd Street.

Plan ahead for P&S: The 1967 meeting of the AAR Purchases & Stores Division is still two weeks away—but already the word is out that railroad men and suppliers should start making reservations for the 1968 sessions, to be held Sept. 17-20, 1968, at the Chase-Park Plaza Hotel in St. Louis. Reason: The Purchases & Materials Management Division (as the P&S group will be designated after this year's meeting) will be competing with a number of other groups for space in the convention hotel and city. Information on the '68 meeting is available from P&S Division Executive Secretary J. H. Bean, for railroad inquiries and from Harold Aitkenhead of ACF at St. Charles, Mo., and R. D. McIntire of National Castings in St. Louis, for supplier inquiries.

ARE names new officers: H. Stephen Dewhurst, AAR executive assistant and manager of information services, is the new president of the Association of Railroad Editors. He succeeds Joseph Shallit, editor of Pennsylvania's "Pennsy." Other new officers are: First vice president, Cleo Mandes, editor of Fruit Growers' "Teamwork;" second vice president, James E. McGlashan, editor of Bessemer & Lake Erie publications; secretary, Patrick W. Stafford, editor of Great Northern's "Talking It Over;" and treasurer, Edward J. Wojtas, editor of Rock Island's "Rocket." Winners of ARE 1967 Distinguished Achievement Awards are Pennsylvania's "Pennsy," the Chesapeake & Ohio/Baltimore & Ohio "Chessie/B&O News," New York Central's "Headlight," and Bangor & Aroostook's "Main Line."

Deadline for CNJ claims: Creditors of the Jersey Central have until Oct. 16 to file their claims (accrued prior to Mar. 22, 1967) against the railroad. U.S. District Court for New Jersey announced that after the Oct. 16 date claims may not be filed except on order of the court for cause shown. The action is in connection with the railroad's bankruptcy proceedings.

RI asks Golden State's end: Rock Island has asked ICC authority to discontinue its Chicago-Tucumcari, N. M., "Golden State," effective Oct. 20. Southern Pacific, which operates the train from Tucumcari to El Paso and there consolidates it with its "Sunset" to Los Angeles, also has asked ICC authority to drop the "Golden State." The train lost $576,604 in 1966 and $325,000 in first-half 1967. In addition, the Post Office Aug. 12 pulled the RPO from the Kansas City-Tucumcari segment of the train's run, and this will cause a further loss of $302,000 annually, says Murl H. Bonesteel, RI passenger services director.

AAR moves New York offices: The New York offices of the Association of American Railroads—as well as the offices of the Atlantic States Shippers Advisory Board and the General Managers' Association of New York—are occupying temporary quarters at 30 Church St., New York, N.Y. 10007, pending completion of new permanent offices at Two Pennsylvania Plaza.

Truck tonnage: Intercity truck tonnage in the week ended Sept. 9 was 15.4% below that of the previous week and 4.4% below volume in the corresponding week of 1966, according to American Trucking Associations.

Current statistics

Net Income	
6 mos., 1967	$264,000,000
6 mos., 1966	432,226,645
Carloadings, revenue freight	
37 wks., 1967	19,807,777
37 wks., 1966	20,915,685
Freight cars on order	
Aug. 1, 1967	27,063
Aug. 1, 1966	58,892
Freight cars delivered	
7 mos., 1967	62,317
7 mos., 1966	59,787
Serviceable cars	
Aug. 1, 1967	1,415,035
Aug. 1, 1966	1,413,305

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Aluminum Company of America 22-23
Andec Corporation 47
Cardwell Westinghouse Co. 57
Chicago, Milwaukee, St. Paul and Pacific Railroad Company 32
Eberhard Manufacturing Co. 10
Evans Products Company IFC-3
FreightMaster-Division of Halliburton Co. 52-53
Fruehauf Division, Fruehauf Corporation 20
German Federal Railroad 58
General American Transportation Corporation 41
General Electric 38
Great Dane Trailers, Inc. 33
Great Northern Railway Company 56
Illinois Central Railroad 14
International Steel Company 37
International-Stanley Corp. 16
Kansas City Southern Lines 17
Kemlite Corporation 56
Keystone Railway Equipment Company ..... BC
Lehigh Valley R.R. Company 46
Louisville & Nashville R. R. Company 49-50
MacLean-Fogg Lock Nut Co. 6
Realco (REA Leasing Corp.) 15
Republic Steel Corp. Manufacturing Division 42
Reynolds Metals Company 34-35
Seaboard Coast Line Railroad 51
Southern Railway System 36
Speno Railroad, Ballast Cleaning Co., Inc., Frank 58
Standard Car Truck Co. 9
Thermo King Corporation 55
Trailer Train Company 31
Tyden Corporation, The 54
Unarco Industries, Inc. 13
United States Steel 18-19
U.S. Railway Equipment, Division of Evans Products Company 4
Waugh Equipment Company ..... IBC
Western Industries, Inc. 46

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VIEWPOINT

The shopcraft case: Out of the ashes...

Is anybody satisfied with the report of the ad hoc arbitration board in the shopcraft wage dispute? Can the railroads possibly be pleased? Can the six unions? Can President Johnson, though publicly he hails the board's work? Can the shipper, the receiver, or that ordinary type known as the U.S. consumer?

The answer all around has to be negative. But some good may yet come from this mess created when management and labor couldn't get together and had to have help. Some good may yet come—but only when the people's elected representatives face up to responsibility and duty to keep the nation running in a smooth, sane way.

Ironically, one of the most perceptive comments in reaction to the board's decision came from a union spokesman who was quoted to the effect that the settlement is "the best you could expect under a bad law."

No good from bad law

The law was, indeed, bad. But, in the present circumstances, it's doubtful if the organizations recognized the real failure of the legislation. It wasn't, as union people contend, that the law provided compulsory arbitration. This had to be. The problem, as some see it, was, in fact, that the law provided ad hoc compulsory arbitration. There is a world of difference between the two—and in that difference the seeds of failure lay.

The men making up the panel were named Morse, Kappel, Kheel, Meany and Saltonstall. Individually, they're talented and capable men. But they could have been named Smith, Smith, Smith, Smith and Jones in this instance. They were, in a way, the Kelly Girls of management-labor adjudication. They were temporaries. They knew it, and so did everybody else. They settled on what Senator Morse, at least, regards as a "just and equitable middle ground which is fair to the parties and to the public." And when it's all over, the panel will be dismissed, and each of the five men will go his separate way.

Meantime, Congress can stop holding its breath. It can stop, that is, until the next time some element of rail-labor decides to fight its battle with management by declaring war on the nation and tie up rail transportation. Then, Congress can set up still another ad hoc panel. And again, nobody's real interests will be served. (It should be realized, by the way, that the work-rules arbitration, in its way, left just as much to be desired as does the shop craft arbitration, when the long-run public interest is concerned.)

Government has indicated on a number of occasions that a railroad strike is not to be permitted. Presidents Truman, Eisenhower, Kennedy and Johnson all have taken actions of one sort or another to prevent railroad employees from walking out. Congress, in the work-rules case and in the shop craft case, has taken a similar slant. Rail unions may argue that they are powerless without the right to strike, that it's their vital weapon. But if that's the argument, then rail unions are as far out of tune with the times as their severest critics say they are.

So what is that better course which might be taken—that other way, shunning ad hoc judgements, putting down talk of weaponry, and making the public interest as paramount as it should be?

. . . But better law may be possible

The recommendation is that leaders of both political parties (and management and union representatives as well) have a long talk with Judge Samuel I. Rosenman to find out exactly what it is that this veteran jurist, this veteran of the management-union wars, has in mind when he speaks of a system of labor courts designed to prevent crippling work stoppages in vital industries.

Judge Rosenman's proposal (RA, Sept. 4, p. 12) has many merit points. It would put an end to warfare of the kind that injures the civilian population far more than it injures the combatants. It would provide reasoned adjudication of management-labor disputes, in a non-crisis atmosphere. It would envelop management-labor dispute settlement with the same dignity associated with the federal-court system. It would create, eventually, if not in the beginning, a trained management-labor judiciary. It would also create sustained responsibility, something no ad hoc can do.

If there's a plea to be made, then, in the wake of the second big rail-strike crisis of the 60's it would be this: Find the better way—be it the Rosenman plan or something aimed in a similar direction—and do it now.

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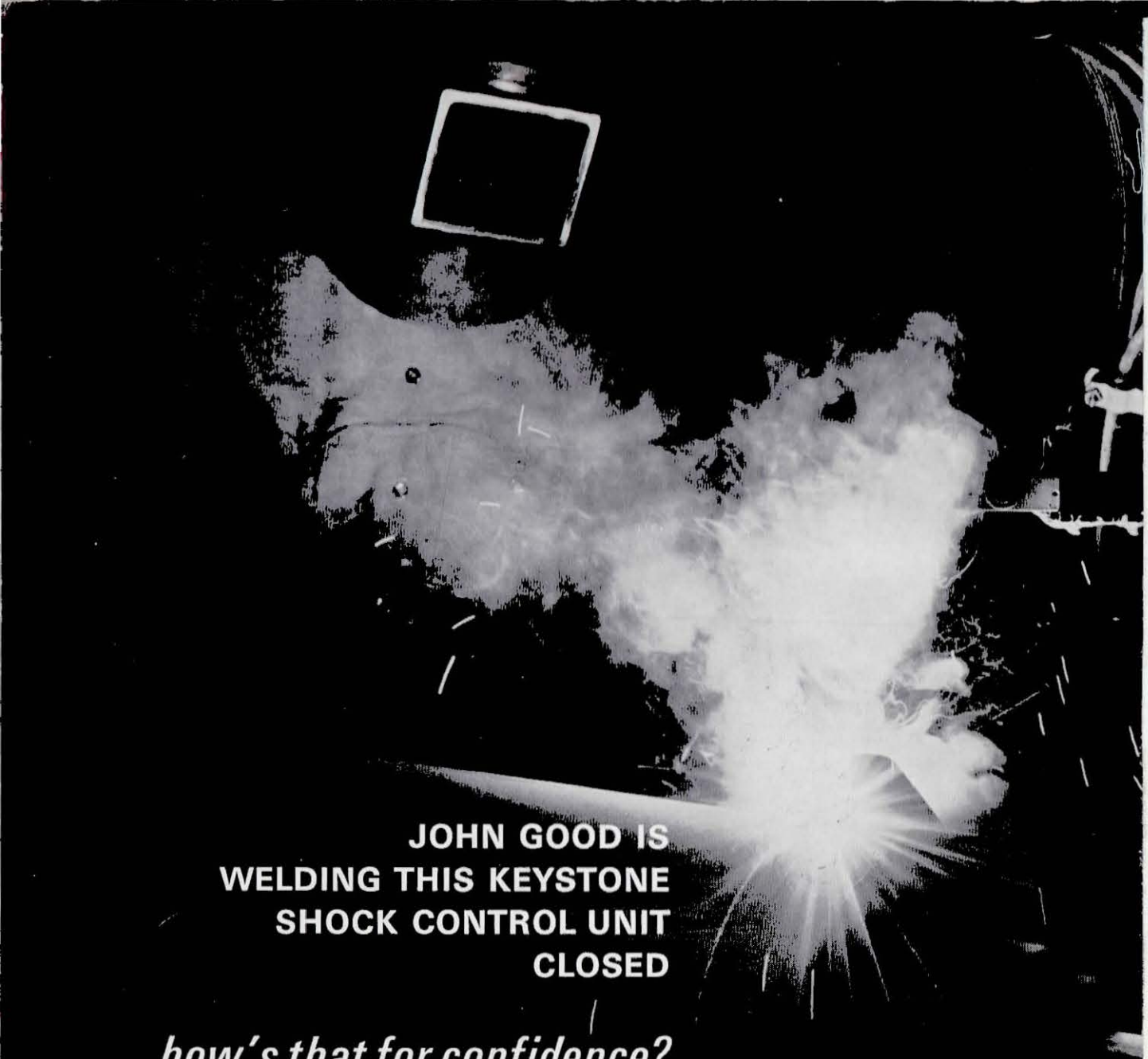

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